Vol. VIII

TRANSCRIPT OF RECORD

Supreme Court of the United States

OCTOBER TERM, 1927.

No. 603

L. P. LARSON, JR., COMPANY, PETITIONER,

vs.

WM. WRIGLEY, JR., COMPANY

ON WRIT OF CERTIORARI TO THE UNITED STATES CIRCUIT COURT OF APPEALS FOR THE SEVENTH CIRCUIT

PETITION FOR CERTIORARI FILED NOVEMBER 4, 1927

CERTIORARI GRANTED DECEMBER 5, 1927

(33,055)



IN THE

Supreme Court of the United States.

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No.

L. P. LARSON, JR. COMPANY,
Petitioner,

vs.

WM. WRIGLEY, JR. COMPANY,
Respondent.

ON PETITION FOR WRIT OF CERTIORARI TO THE UNITED STATES CIRCUIT COURT OF APPEALS FOR THE SEVENTH CIRCUIT.

RECORD

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IN THE

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FOR THE SEVENTH CIRCUIT.

OCTOBER TERM, A. D. 1925.

No. 3727

L. P. LARSON, JR., COMPANY,

Appellant,

vs.

WM. WRIGLEY, JR., COMPANY,

Appellee.

No. 3728

WM. WRIGLEY, JR., COMPANY,

Appellant,

vs.

L. P. LARSON, JR., COMPANY,

Appellee.

MR. CHARLES H. ALDRICH,
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(*Introduced by Wm. Wrigley Jr. Co.*)

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* Wm. Wrigley, Jr., Co. Exhibit.

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(*Introduced by L. P. Larson Jr., Company.*)

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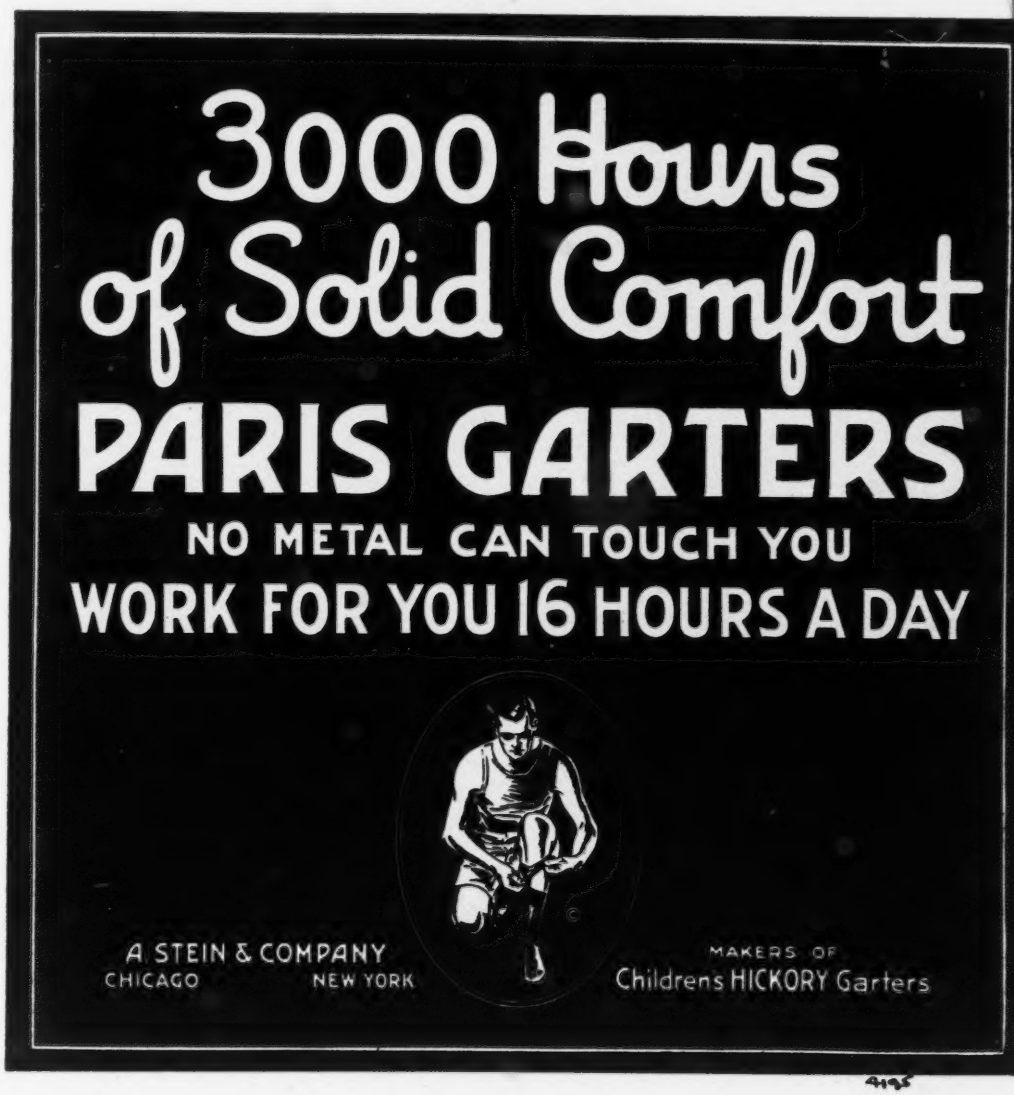
(Vol. I, 1-518; Vol. II, 519-1098; Vol. III, 1099-1596; Vol. IV, 1597-1958; Vol. V, 1959-2444; Vol. VI, 2445-3032; Vol. VII, 3033-3504; Vol. VIII, 3507-3800; Vol. IX, 3801-4059; Vol. X, 4060-4491.)

WRIGLEY EXHIBIT NO. 1
OFFERED—NOT ADMITTED



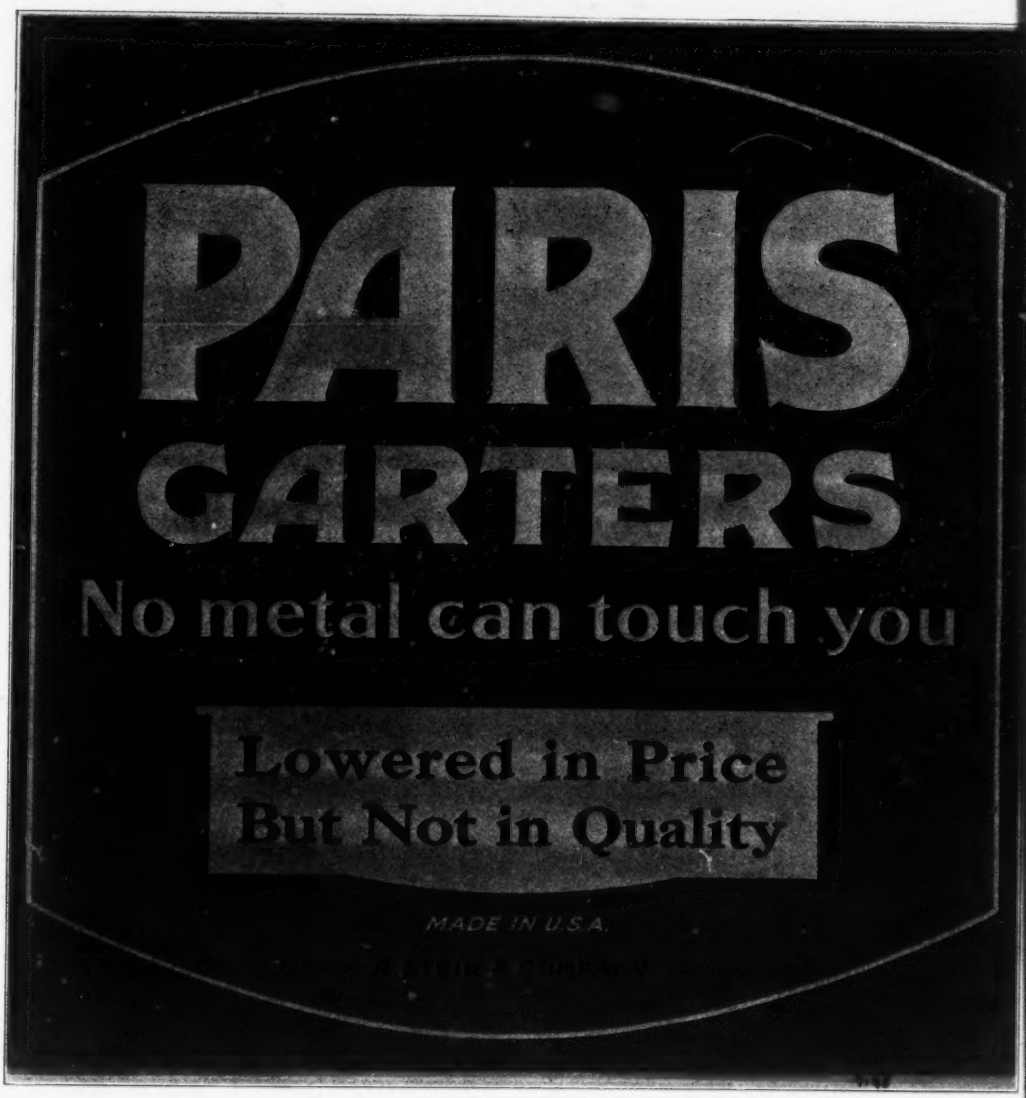
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WRIGLEY EXHIBIT NO. 2
OFFERED—NOT ADMITTED

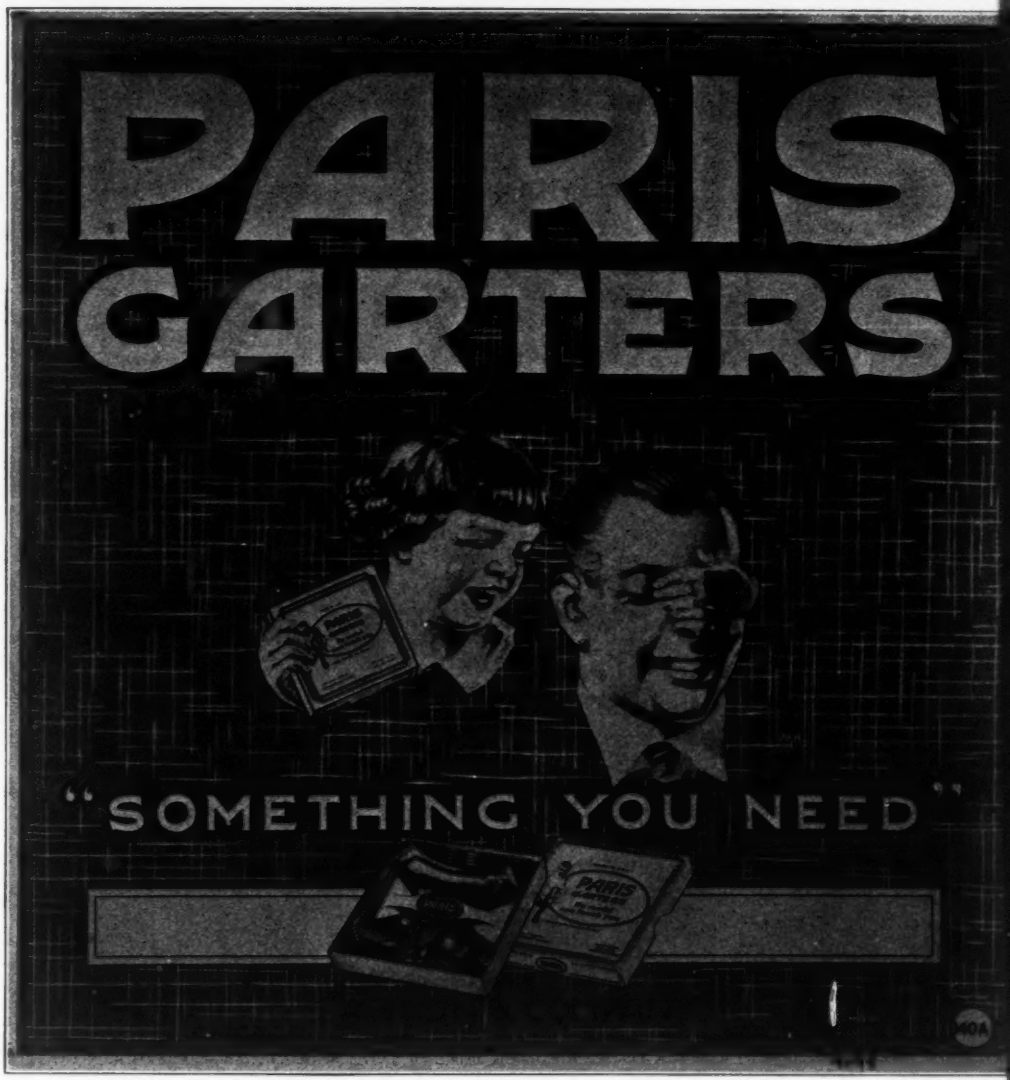


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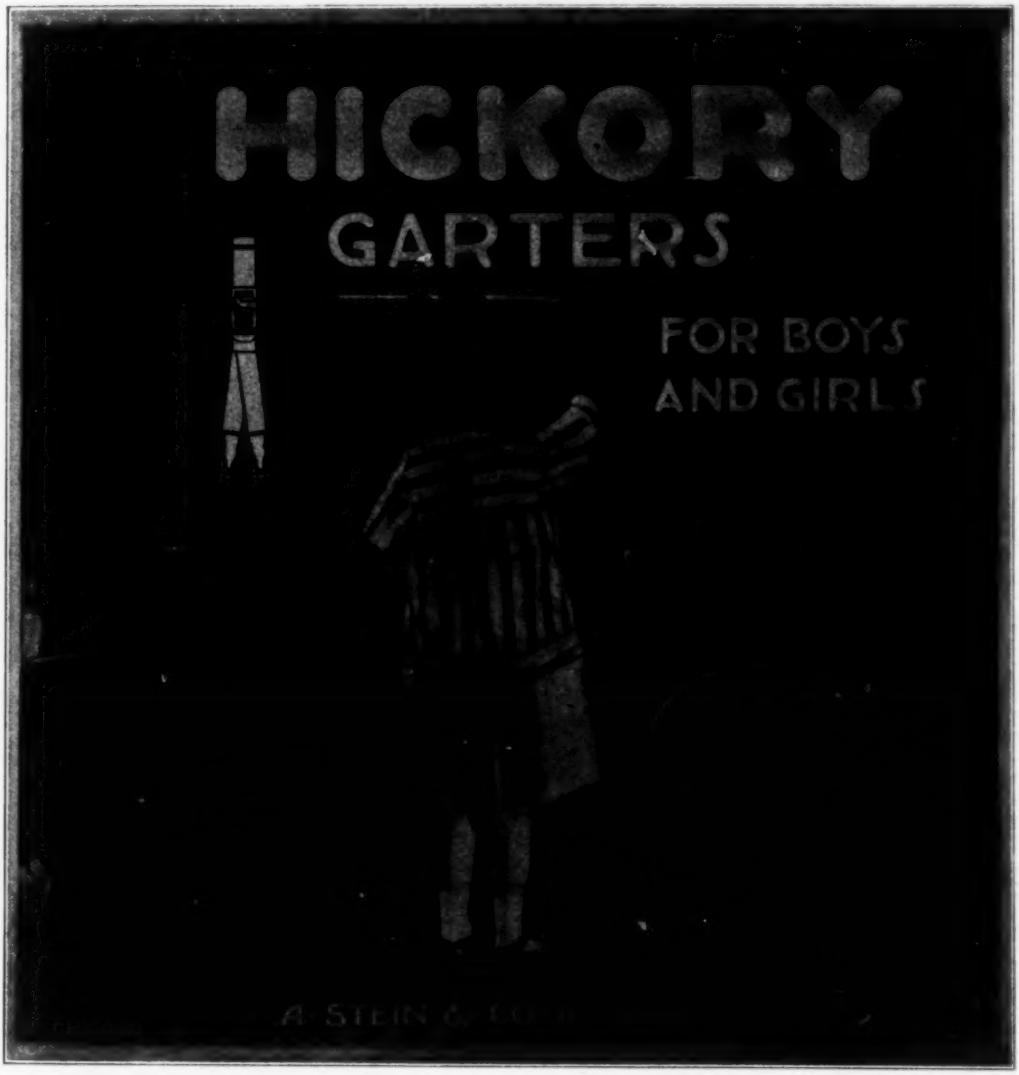
WRIGLEY EXHIBIT NO. 3
OFFERED—NOT ADMITTED



WRIGLEY EXHIBIT NO. 4
OFFERED—NOT ADMITTED

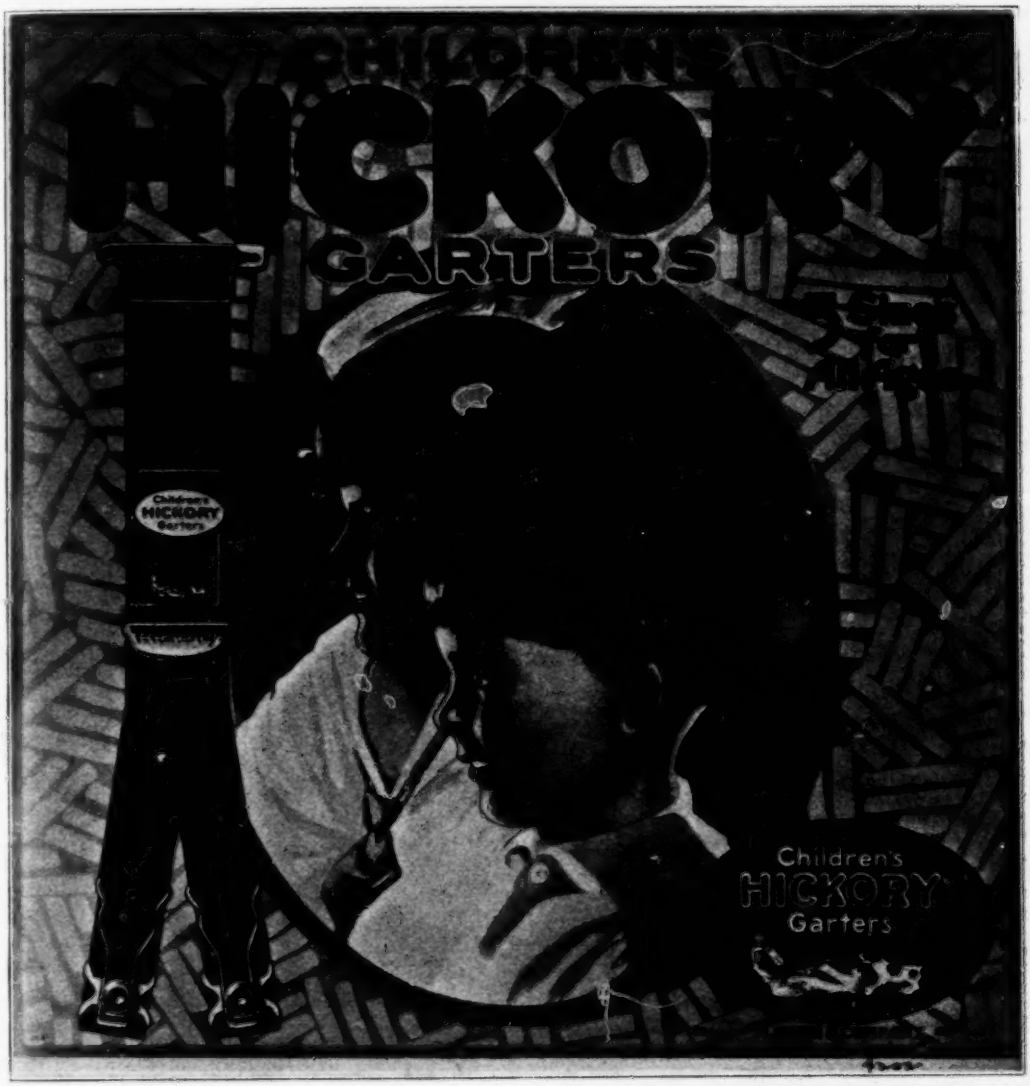


LARSON EXHIBIT NO. 5
OFFERED—NOT ADMITTED



WRIGLEY EXHIBIT NO. 6

OFFERED—NOT ADMITTED

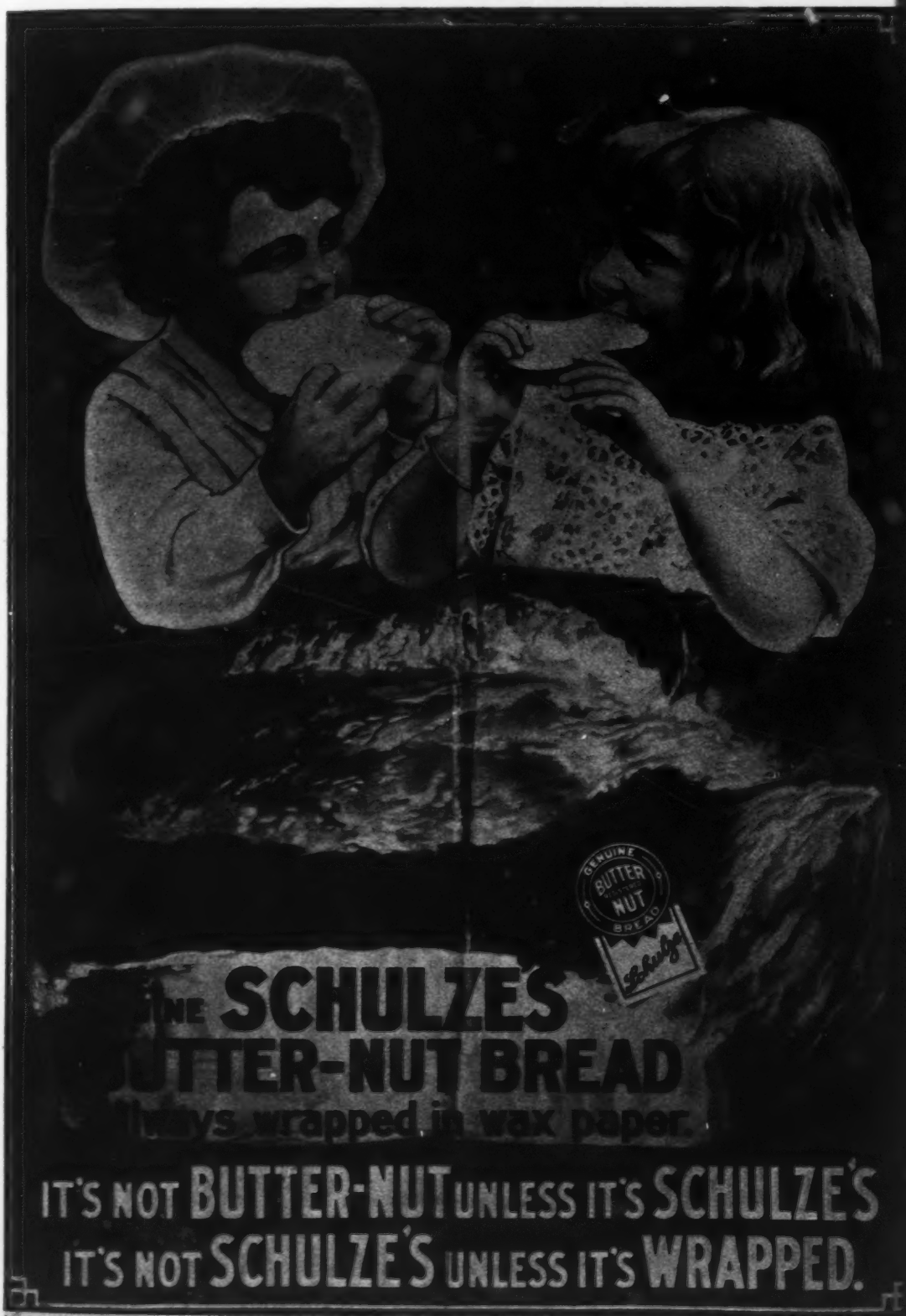


WRIGLEY EXHIBIT NO. 7
OFFERED—NOT ADMITTED



WRIGLEY EXHIBIT NO. 8
OFFERED, NOT ADMITTED

3514



WRIGLEY EXHIBIT 8A

OFFERED—NOT ADMITTED



WRIGLEY EXHIBIT NO. 9
OFFERED—NOT ADMITTED



4148



WRIGLEY EXHIBIT 9A
OFFERED. NOT ADMITTED

4266 **WRIGLEY EXHIBIT No. 10**
Dominion of Canada

BUSINESS PROFITS WAR TAX ACT, 1916

Finance Department
Ottawa, 8th November, 1920

To Wm. Wrigley Jr. Company,
Wrigley Bldg., Toronto, Ont. #4673

Notice of Assessment

Take Notice That Under The Provisions Of The Above Act You Have Been Assessed As Follows:
Accounting period 20th December, 1914 to 20th December, 1915.

Capital	Net Profits	Exemption	Net Profits Liable To Assessment	Assessment (Amount Payable)
$618,701.61	$123,322 76	$43,309 11	$80,013 65	$20,003 41

Ottawa, 7th December, 1920.
Cheque received in settlement. Thanks.
R W Breadner
Commissioner of Taxation.

Section 13 of The Business Profits War Tax Act, 1916, provides that "the tax shall be paid each year, within one month from the date of the mailing of the Notice of Assessment. In default of payment, interest at the rate of seven per centum per annum shall be paid on such tax until the said tax and interest are paid."

Tax will be payable at the Department of Finance, Ottawa.

Cheques tendered for payment must be made payable to the order of the Receiver General of Canada.

R. W. Breadner,
Commissioner of Taxation.

4267 WRIGLEY EXHIBIT No. 11

"WM. WRIGLEY JR. COMPANY.

22

CANADA BUSINESS PROFIT WAR TAX

Gen Ledger a/c
790

1916
Dec 7 P.R.

Credit Wm. Wrigley Jr. Co.	12000.00
Period 12/20/14 to 12/20/15 on which the above payment was made. Final accounting by Canadian Govt date 11/8/20 calls for	20003.41

Int becomes exigible

4278 St Claus				686 Clairette				
	Red	Issued	% North	Red	Issued		%	South
19/20	320 156	—		278 183	266,698	—	—	
18/19	209 122	—		684 522	655 582	—	—	
17/18	2 113 271 1/2 year	2 366 100		1 479 560	1 422 330 1/2 year	2 284 900		
16/17	3 022 511	7 299 500	41 4	2 909 236	2,782 226	6 114 900	45 5	
15/16	4 084 290	6 219 000	65 7	4 424 516	4 221 127	7 840 100	53 8	
14/15	5 507 950	9 579 300	57 5	5 936 081	5 591 385	9 830 000	56 9	
13/14	6 318 497	9 308 700	67 9	7 631 589	7 159 406	12 843 300	55 7	
12/13	6 569 674	14 800 980	44 4	7 818 446	7 373 535	20 674 000	35 6	
11/12	6 689 886	15 123 200	44 2	7 539 930	7 096 648	18 389 000	38 6	
10/11	6,811,077	15 506 900	43 9	6 595 835	6 274 112	24 495 100	25 6	

5c sale Coupon 1/2 c.

685
N. K. F

Year	Santa Claus Issued	Santa Claus Redeemed	Santa Claus Unredeemed	Clairette Issued	Clairette Redeemed	Clairette Unredeemed	Together Issued	Together Redeemed	Together Unredeemed
1910–11	15 506 900	6 811 071		24 495 100	6 274 112		40 002 000	13 085 189	
% to number issued		43.9			25.6				
1911–12	15 123 200	6 689 886		18 389 000	7 096 648		33 512 200	13 786 534	
% to number issued		44.2			38.6				
% of increase over preceeding year	2.47						16.22	5 36	
1912–13	14 800 980	6 569 674		20 674 000	7 373 535		35 474 910	13 943 029	
% to number issued		44.4			35 6				
% of Decrease over preceeding year							5.86	1.14	
1913–14	9 308 700	6 318 497		12 843 300	7 159 406		22,152 000	13 477 903	
% to number issued		67.9			55.7				
% of Decrease over preceeding year									
1914–15	9 579 300	5 507 950		9 830 800	5,591 385				
% to number issued		57.5			56.9				
% of increase over preceeding year									
1915–16	6 219 000	4 084 290		7 840 100	4 221 127				
		65.7			53.8				
1916–17	7 299 500	3 022 511		6 114 900	2 782 226				
		41 4			45 5				
1917–18 1/2 year*	2 366 100*	2 113 271	1/2 year*	2 284 900*	1 422 330				
1918–19	– –	209 122		– –	655 582				
1919–20	– –	320 156		– –	266 698				
	80 203 680	41 646 434		102 471 300	42 843 049		182 674 980	84 489 483	
		51 93			41 81			46 25	

Mr. Wur informs me that a deficiency in coupons could be made up by cash

WRIGLEY EXHIBIT No. 12. sheet H.

Wrigley Exhibit No. 12 A.

3521

WRIGLEY EXHIBIT NO. 15A

Don't Forget to Mention Size

Durable Hi-Cuts for Everybody

Shoe Size Chart Page 270

Men's Brown Elk 18-inch Hi-Cut Boot—Goodyear Welt

$11.95

Men's Strong Brown Grain Leather 18-in. Hi-Cut

$9.25

Men's Black or Brown, 11½-in. Hi-Cut Work Shoes

High Quality Cow Boy Boots

Men's Double Wear Wing Tip 13-in. Hi-Cut Goodyear Welt

Girls' Brown "Solid-as-a-Rock" Hi-Cut Shoes

Boys' "Solid-As-A-Rock Shoes" Black or Brown

Hard to Wear Out Because Theyre As Solid As A Rock

Girls' Black "Solid-as-a-Rock" Hi-Cut Shoes

Men's Long-Wearing Dark Brown Kangaroo Grain Service Shoe—7 Inches High

MAKE YOUR BOY HAPPY

Give Him a Pair of these Hi-Cuts

Women's Strong, Comfortable, Soft Brown Elk Leather Hi-Cut Fine Outdoor Shoe

WRIGLEY EXHIBIT NO. 15B



WRIGLEY EXHIBIT NO. 16
December 15, 1918.

Pre-eminence of Quality

For the Holiday Season

THE discriminating Christmas shopper will find in the large and varied stocks of merchandise now on display in the Park & Tilford stores an extraordinarily favorable opportunity to secure Christmas Gifts of rare quality and peculiar appropriateness--merchandise of character certain to bring the utmost pleasure and satisfaction to its possessor.

We are exclusive distributors of many of the finest specialties sold in America.

Christmas Candies

The best Christmas Candies are Park & Tilford Candies; They are temptingly delicious, extremely wholesome and of exquisite flavor—all measuring up to one single standard—the highest.

With the ending of hostilities on the other side, all restrictions on the use of sugar and the sale of candies have been removed, and we are able to again offer all our famous confections, put up in a wide variety of packages, jars, fancy boxes, etc., all well suited to the Holiday Season. We invite you to visit our stores and see the wonderful display in our candy sections.

We urge you to buy your candies early, because the same conditions—the suddenly increased demand, because of peace and the inability to prepare supplies adequate to meet demands—prevail in our candy department that prevail everywhere this Christmas season. The late shopper is almost certain to be disappointed.

Your Christmas cannot be complete without a liberal supply of Park & Tilford Candies. Furthermore, you might make someone else's Christmas complete by the gift of a box on Christmas morning. We will help you

Good Things to Eat

The greatest feast day of the year is at hand. The Holiday Season approaches and for a week or ten days we will give ourselves up to a season of relaxation and pleasure.

The Christmas Dinner is now being planned. Dinner parties, luncheons, dances and other functions of the holiday season are crowding on our attention.

In this situation New York's oldest and finest families turn instinctively to Park & Tilford, just as they have been doing for almost eighty years. And we will not disappoint them. Our stocks are large, our varieties complete On our shelves we have many of the finest delicacies, the choicest viands to be found in the world's markets. No matter what your food need, you are almost sure to find it here in quality rarely equalled and never surpassed. We would particularly appreciate an opportunity to serve you early this year, because already our volume of business is largely in excess of that of a year ago. We anticipate no trouble in giving you prompt and satisfactory service this year, but early purchases of many things would help both of us.

Perfumery and Toilet Articles

In our several stores we offer the products of the World's Master Perfumer.

Houbigant of Paris

No description of these Perfumes, Toilet Waters, and Sachets can do them justice. That Houbigant gives his name to them is enough. At all our stores we carry these exquisite preparations in all their variety of odors, put up in beautiful containers fashioned for them by the world's cleverest artisans. A most appropriate gift for the woman of delicate breeding, accustomed only to the best.

We also carry the products of Guerlain, Lubin, Legrand, as well as those of domestic manufacture.

English Ivory Toilet Sets

from the famous English house of Titterton may be found in limited assortments at several of our stores. While we are exclusive American distributors of this famous old English line, the difficulties of importation because of the war have prevented our maintaining our usual large stocks and full assortment. We suggest an early selection for this reason.

Cigars—Tobacco—Cigarettes

As the largest importers of Havana Cigars in America we are naturally the acknowledged headquarters for the finest obtainable brands. Among those which are world-famous our stocks comprise the following:

Hoyo de Monterrey
Romeo Y Julietta
Mi Favorita
Punch
Partagas
Telegrafo

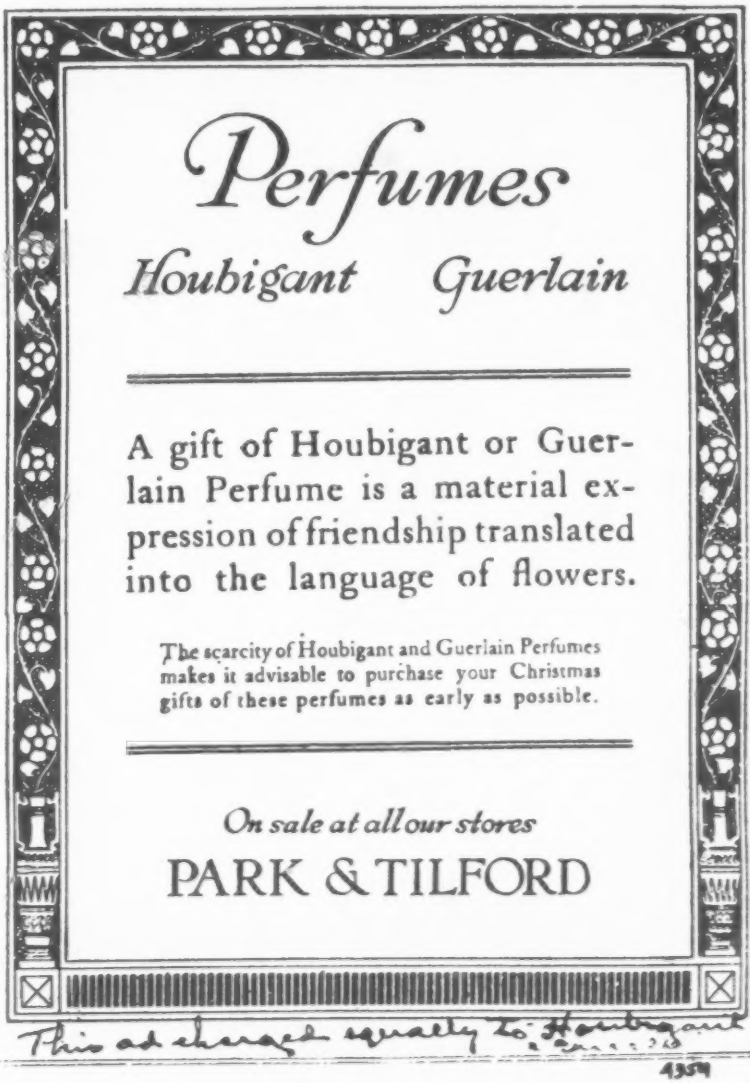
There will be a great shortage in fine Havana cigars for the holiday season, due to unfavorable labor conditions at Havana. We have recently received generous supplies, but not nearly the quantities we had hoped for. We are anxious to protect our regular customers, and urge them to make their purchases early. As an accommodation for those who shop early for Christmas gifts, we will be glad to hold subject to delivery later any cigars charged or paid for on day of sale.

We have a limited stock of fancy boxes of cigars, cigarettes, tobacco, etc., put up specially for gift purposes. This character of merchandise was very difficult to secure this season, hence our limited stocks and varieties. Come early and make your selection.

Beginning Thursday evening, December 19th, all our stores will be open evenings until 9 o'clock.
On Christmas Eve the closing hour will be 11 o'clock P. M.

PARK & TILFORD - - - New York

WRIGLEY EXHIBIT NO. 17



WRIGLEY EXHIBIT NO. 18



The colonist often paid his future wife's passage from England with 150 lbs of Virginia tobacco

Old as Virginia tobacco is, today there is no milder, purer smoke and no other with its distinctive character and taste.

Virginia tobacco—tastes best smoked straight

Piedmont

The Virginia Cigarette

Liggett & Myers Tobacco Co.

Ad. 329. (3x7) 21 Phila. Npps. Job 5794

WRIGLEY EXHIBIT NO. 19



WRIGLEY EXHIBIT NO. 22

5M-12-21 Proof of Advertisement from
The Foundry, Cleveland.



DIXON'S
GRAPHITE FACINGS

You will say good-bye to facing troubles and save a lot of expensive cleaning and machining when you begin using Dixon's Facings.

There is a Dixon Facing made especially for every class of work.

Dixon's Facings are easy to use. They slick well and do not run ahead of the metal.

Try them once—and you'll use them always.

Ask for samples.

Made in JERSEY CITY, N. J., by the

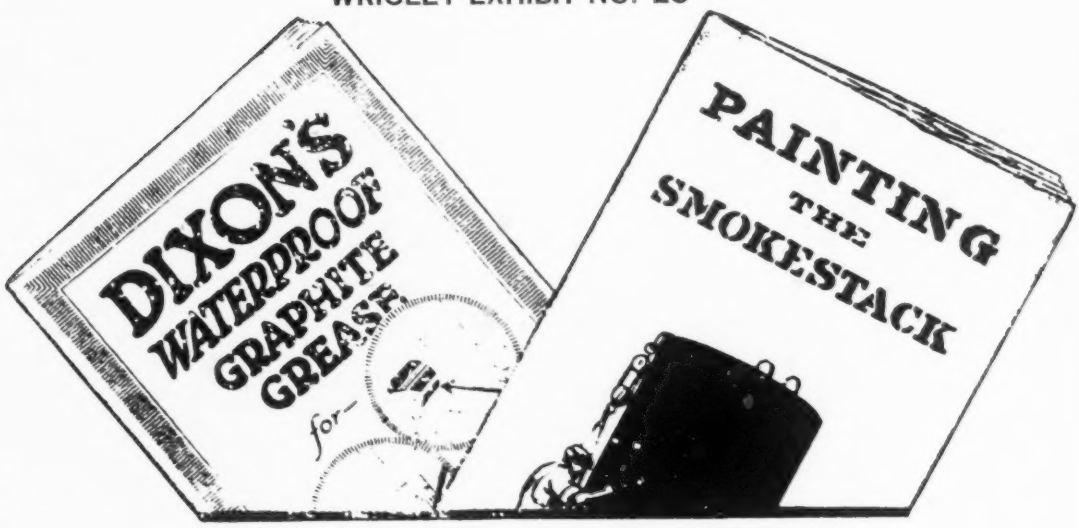
JOSEPH DIXON CRUCIBLE COMPANY

ESTABLISHED 1827

A514

Belford 984

WRIGLEY EXHIBIT NO. 23



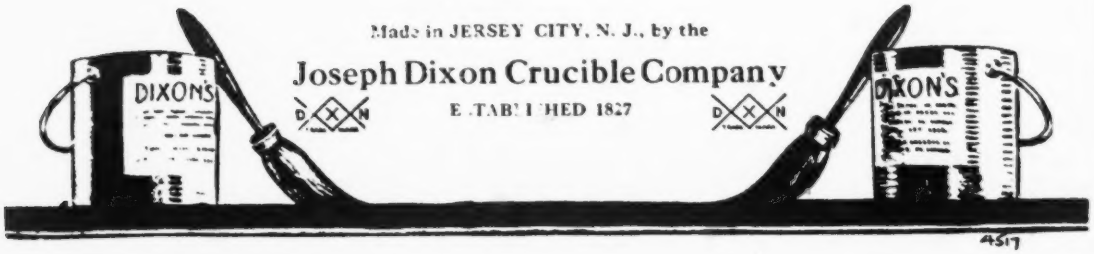
Two Things to Think About This Year

They both mean economy.

Resolve now to protect all exposed metal work, mine cars, tipples, breakers, and smokestacks about your mine this year with Dixon's Silica-Graphite Paint. It is the most economical because it is the longest service paint. Many leading coal companies are regular users. For over 50 years it has demonstrated its long-lasting qualities under all conditions—in all climates. Made in First quality only

Another thing to do is to use Dixon's Waterproof Graphite Grease on mine pumps, exposed gears, wire rope, hoists, and other mining and coal handling machinery. It not only lubricates, but is a sure rust preventive as well.

You will find many valuable suggestions about paint and grease in the two booklets shown above. Copies will be sent you promptly on request. Ask for Booklets 59-B and 59-W.



Made in JERSEY CITY, N. J., by the

Joseph Dixon Crucible Company

ESTABLISHED 1827

4517

WRIGLEY EXHIBIT NO. 24

Proof for 11-3 issue of Gas Age-Record. If not received by us in first mail Monday before date of issue, this proof will be considered O. K. Please O. K., or correct and return at once to Gas Age-Record, 52 Vanderbilt Ave., New York City



Better Paint Protection

The matter of proper paint protection for gas holders, stacks, condensers, purifiers, scrubbers, generators and other exposed metal or wood work is of vital importance. These structures represent large investments and as such require the best protection possible

DIXON'S SILICA GRAPHITE PAINT

has thoroughly established its reputation in the gas field as a long service paint.

The pigment is a natural union of silica and flake graphite, the vehicle the best linseed oil obtainable. As a paint pigment, graphite is inert, elastic, and not affected by acids or alkalies, nor does it combine chemically with the vehicle so as to form a brittle compound.

In Dixon's Paint the natural elasticity and life of the oil is retained and due to the lubricating qualities of the graphite it spreads easily and evenly, does not work level or flake off.

The use of Dixon's Paint obviates the necessity of frequent repainting and the consequent high cost of labor and material.

It will pay you to write us for long service records and Booklet No. 92-B.

Joseph Dixon Crucible Company

Jersey City, N. J.

Established 1827

4519

A Few Users

Brooklynborough Gas Co.
Coney Island, N. Y.

Stamford Gas Light Co.
Stamford, Conn.

Associated Gas & Electric Co.
Ithaca, N. Y.

Consolidated Gas Co.
Brooklyn, N. Y.

Public Service Gas Co.
Newark, N. J.

Elizabethtown Gas Light Co.
Elizabeth, N. J.

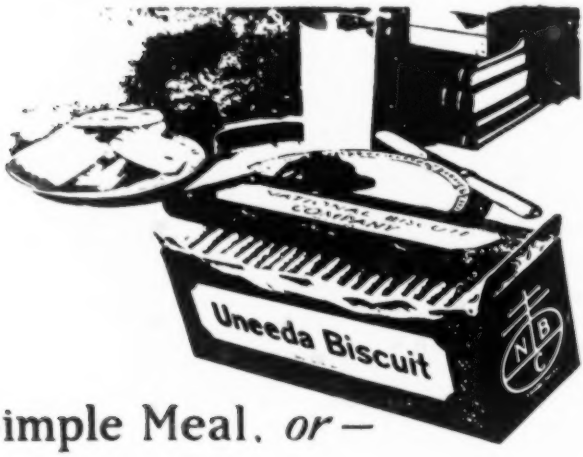
Bridgeton Gas Light Co.
Bridgeton, N. J.

Danville Gas Co., Danville, Va.

Pacific Gas & Electric Co.
San Francisco, Cal.

Rocky Mount Gas Light Co.
Rocky Mount, N. C.

WRIGLEY EXHIBIT NO. 25



Simple Meal, *or*—

Think of any food occasion and you naturally think of National Biscuit Company products. Whether for a hungry schoolboy's lunch, a quick noon-day meal, an afternoon tea, or an elaborate dinner, N B C aids lend appetizing variety combined with wholesome nourishment. Keep a supply in your pantry.



Formal Repast

N B C products are as easy to order as they are to serve. Your grocer has them in the well-stocked display rack which you will find prominently placed in his store. The rack offers many a helpful suggestion—from sugar wafers for special occasions to Uneeda Biscuit for all occasions.

Each identified by the famous
N B C Trade Mark

NATIONAL BISCUIT COMPANY

N B C

Write to Advertising Department 449 West 14th Street New York City for booklet "Biscuit in Dinner Recipes"

WRIGLEY EXHIBIT NO. 26



from Morning —

What an appetite zest there is the whole day through, from morning cereal to after-dinner dessert, in National Biscuit Company products. And what a saving of time and effort these food-time aids mean to the busy homekeeper. No mixing and baking — no trouble at all — just order and serve — and serve again as come the eager calls for "more." A pantry well supplied with these products is well fortified for any appetite siege.



to Night —

Every N.B.C. cookie, jumble, wafer, biscuit and cake is perfection itself—a worthy tribute to baking art at its best. Whether as the main attraction of any meal, or as some little added touch of daintiness which otherwise would demand hard thinking and hard working, the good-and-ready answer is to be found in some product identified by the famous N.B.C. trade mark.

NATIONAL BISCUIT COMPANY

Write to Advertising Department, 411 W. 15th Street, New York City, for booklet "Biscuit in Choice Recipes."

WRIGLEY EXHIBIT NO. 27



Here – There – Everywhere

At the lawn fete, in the home with afternoon tea or formal dinner, on the greensward at the children's party — here, there and everywhere, morning, noon and night, you will meet these three dainty sugar wafers which enhance the pleasure of every food occasion.

Their delicate strips and centers of creamy goodness win hearts and palates instantly, whether served with a refreshing beverage, a welcome ice, luscious fruit, or just by themselves

Sold in the famous N B C Trade Mark package

NATIONAL BISCUIT COMPANY

Write to Advertising Department 449 West 14th Street New York City for booklet "Biscuit in Choice Recipes"

NABISCO
Sugar Wafers
Crisp tender crusts enclosing rare flavored creamy fillings

ANOLA
Sugar Wafers
Creamy chocolate between chocolate flavored squares

HARLEQUIN
Sugar Wafers
Three delicious layers each different in flavor filled between fragile golden strips

WRIGLEY EXHIBIT NO. 28
June, 1922. The Wholesale Grocer.

The Greatest Sale of any brands of Similar Products in America



-The Three Great Products from Corn

CORN PRODUCTS REFINING COMPANY
17 Battery Place, New York

4637

WRIGLEY EXHIBIT NO. 29

Whether you are mixing your own ration or having it mixed for you by the dealer—be sure to include either

BUFFALO CORN GLUTEN FEED

or

DIAMOND CORN GLUTEN MEAL

Guaranteed 40% Protein

Corn Products Refining Co.
New York Chicago





4641

WRIGLEY EXHIBIT NO. 30



4636

SAVE KIRKMAN'S SOAP POWDER COUPONS

CUT OUT THIS COUPON. ESTABLISHED 1837

KIRKMAN & S[illegible]

REDEEMABLE ONLY BY THE USER OF THIS PA[illegible]
SUBJECT TO CONDITIONS AND RESTRICTIONS IN OUR [illegible]

BROOKLYN, N.Y. KIRKMAN & SON.

4636

WRIGLEY EXHIBIT NO. 31

PREMIUM STORES

BROOKLYN
303 BRIDGE ST
21 SUMNER AVE
405 5TH AVE
129 GREENPOINT AV
119 BELMONT AV

NEW YORK
455 GRAND ST
181 AVENUE A
351 BLEECKER ST
137 W 23RD ST
455 .. 42ND ST
14. . .
1900 LEXINGTO AV
615 COURTLANDT AV

JERSEY CITY
582 SUMMIT VE.

NEWARK
319 WASHINGTON ST

PATERSON
10? ?? ST

PERTH AMBOY
287 HOBART ST

BRIDGEPORT
237 MIDDLE ST

NEW HAVEN
117 COURT ST

PROVIDENCE
15 BURRILL ST

BOSTON
791 WASHINGTON ST

ALBANY
23 HOWARD ST

PHILADELPHIA
2025 N FRONT ST
119 SOUTH ST
24 N 10TH ST

BALTIMORE
216 W FRANKLIN ST

WASHINGTON D.C.
428 6TH ST N W

4687

Established 1837

CUT OUT THIS COUPON

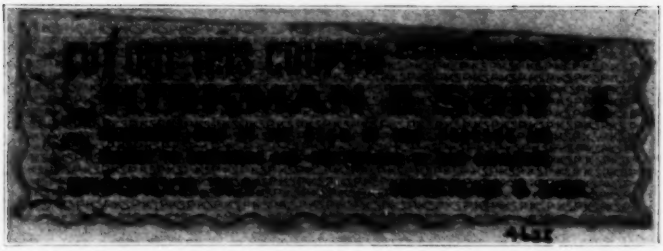
KIRKMAN & SON

THIS COUPON IS OF THE SAME VALUE AS
THE COUPON OF KIRKMAN'S BORAX SOAP

BROOKLYN.N.Y. KIRKMAN & SON.

4687

WRIGLEY EXHIBIT NO. 32



WRIGLEY EXHIBIT NO. 33



WRIGLEY EXHIBIT NO. 34

OUTSIDE WRAPPER

KIRKMAN'S BORAX SOAP

KIRKMAN'S

USE KIRKMAN'S SOAP and your laundry work will be QUICKLY DONE, your clothes will be PURE, WHITE and SWEET, and the fabric WILL NOT BE INJURED in the slightest degree.

WHY DO THE PEOPLE LIKE IT SO MUCH?
They like Kirkman's Borax Soap because it is the best. Best in every way. It will wash clothes in either hot or cold water and it washes well and quickly, bleaching, purifying and sweetening *and please remember it does not injure the skin.*

KIRKMAN'S SOAP
FOR WASHING CLOTHES
IN EITHER COLD OR HOT WATER.

KIRKMAN'S SOAP FOR FINE LAUNDRY USE ESTABLISHED 1837

TO GET THE BEST RESULTS, Kirkman's Borax Soap should be cut into small pieces, say four pieces to each cake, and thoroughly dried. It is made of pure materials only, and is combined with skill by most careful and reliable soap makers. *Keep this always in mind—it will not hurt the skin.*

BLANKETS AND WOOLEN GOODS should be soaked in cold, soapy water, AND THEN RINSED THOROUGHLY IN CLEAN WATER. Most laundresses are opposed to boiling woolen clothing. The very best results are obtained by the use of KIRKMAN'S BORAX SOAP AND COLD WATER.

HOW TO WASH CLOTHES IN HOT WATER.
Soak the clothes in cold water (all night if possible.) Wring them and plunge them into boiling hot water in which Kirkman's Borax Soap has been melted. After washing, RINSE THOROUGHLY IN CLEAN WATER and hang out to dry. Quick and good work. The clothes bleached and purified. *And please remember Kirkman's Borax Soap does not hurt the hands.*

HOW TO WASH CLOTHES IN COLD WATER.
First wet the clothes. Then rub on some Kirkman's Borax Soap. Then let the clothes soak a while. After washing them RINSE THOROUGHLY IN CLEAN WATER and hang out to dry. Kirkman's Borax Soap sweetens, purifies and bleaches. *It never hurts the hands.*

KIRKMAN'S BORAX SOAP

KIRKMAN'S SOAP ESTABLISHED 1837 FOR FINE LAUNDRY USE

KIRKMAN'S SOAP

FOR WASHING CLOTHES
IN EITHER COLD OR HOT WATER.

Clothes must be rinsed thoroughly whether washed with Soap or Soap Powder.
Rinsing is just as important as washing.
No matter how carefully clothes are washed, if not thoroughly rinsed, the result will be unsatisfactory.

SAVE KIRKMAN'S SOAP POWDER COUPONS

CUT OUT THIS COUPON. ESTABLISHED 1837

KIRKMAN & SON

REDEEMABLE ONLY BY THE USER OF THIS PACKAGE
SUBJECT TO CONDITIONS AND RESTRICTIONS IN OUR CIRCULAR

BROOKLYN, N.Y. KIRKMAN & SON.

KIRKMAN'S WHITE SOAP

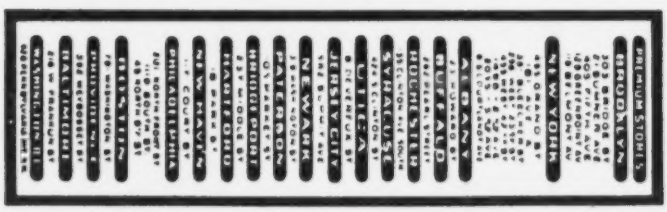


Pure-White-Floating.

An Excellent Soap for the Bath.

33 A

CUT OUT THE COUPON



CUT OUT THE COUPON

469

WRIGLEY EXHIBIT NO. 36

OUR FOUR PACKAGES



There is a coupon on each package. Save these coupons for premiums.

4705

OUR FOUR COUPONS



The coupons you send us for premiums may be all soap coupons, or all powder coupons or they may be assorted.

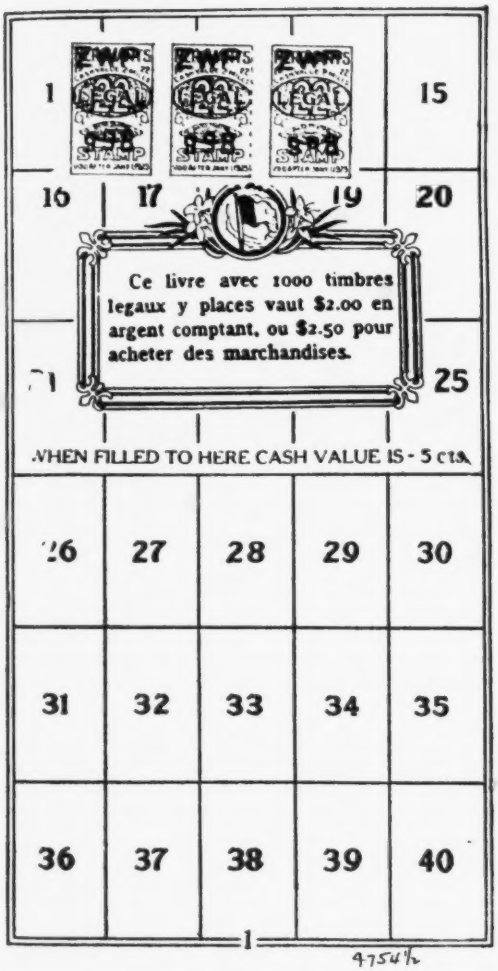
4705

4711 WRIGLEY EXHIBIT 37.

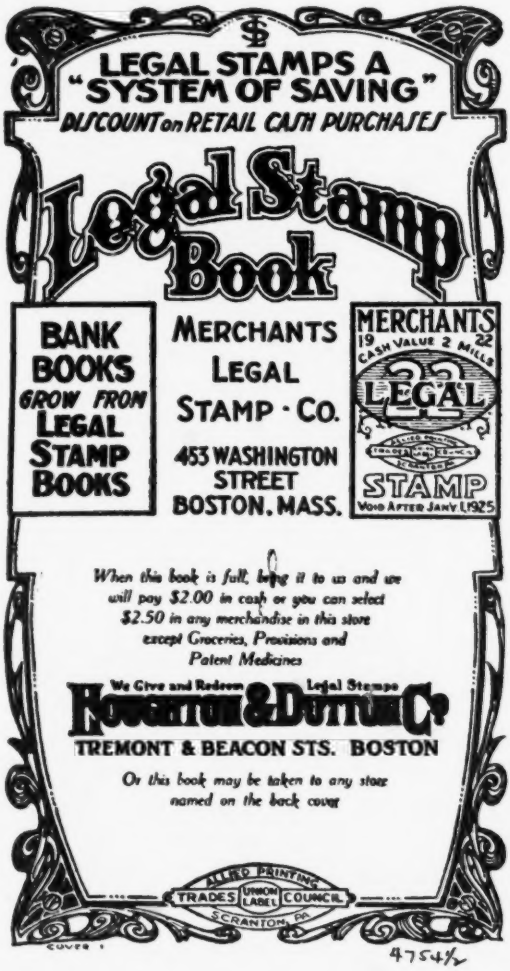
"We have your request for a copy of our Mail Catalogue and are sending you a list of our mail premiums with their present coupon values. We trust that you will be able to make a satisfactory selection from this list.

We will not issue a premium catalogue, as we have discontinued placing the coupon on the wrappers and labels of our various products. We wish to assure our customers, however, that all coupons will be reduced. Mail coupons to Kirkman & Son, Brooklyn, N. Y."

WRIGLEY EXHIBIT NO. 38



4754½



4754½

WRIGLEY EXHIBIT NO. 39



COLGATE'S RIBBON DENTAL CREAM is recommended for its safe and thorough cleansing properties. No extravagant claims are made for it as a curative agent.

The physician who has occasion to advise the regular use of a *safe* dentifrice can specify Colgate's, being assured that he is in compliance with ethical practice.

Colgate's Charmis Cold Cream for cleansing the pores and re-invigorating tissues that have a deficient natural supply of oil. Charmis Cold Cream soothes the burn of the wind, and allays the uncomfortable effects of exposure of the skin to cold or dampness. It is excellent for massaging.

Colgate's Baby Talc is prepared in accordance with a formula furnished by a physician long in charge of a baby hospital of high standing. The pure powder, accompanied by just the right amount of boric acid, is cooling to the feverish skin, and is a genuine necessity for Summer Comfort.

A request on your professional card or letter-head will bring you a generous sample of any of these articles, free.



COLGATE & CO.
Dept. 38
199 Fulton Street, New York



"Truth in advertising implies honesty in manufacture"

WRIGLEY EXHIBIT NO. 40

COLGATE'S



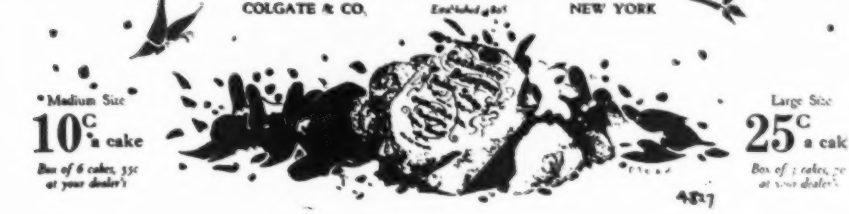
CASHMERE BOUQUET
TOILET SOAP

In its flower-born fragrance Cashmere Bouquet Soap suggests the rifled treasures of an old-fashioned garden. Delicate, yet lasting; piquant, yet refined, remunscent, yet elusive, favored by those of particular taste today, as it was in Grandmother's time

Nor is this exquisite perfume its sole attraction, for Cashmere Bouquet Soap is luxuriant in its lather and so wholesomely pure that it is safe for baby's delicate skin It is an economical soap too, wearing down thriftily to a translucent thinness, and "hard milled" so that it does not soften and waste as do some soaps, when left wet in the soap dish

Large size cakes, 3 in a box — Medium size cakes, 6 in a box

COLGATE & CO. *Established 1806* NEW YORK



Medium Size
10c a cake
Box of 6 cakes, 55c at your dealer's

Large Size
25c a cake
Box of 3 cakes, 75c at your dealer's

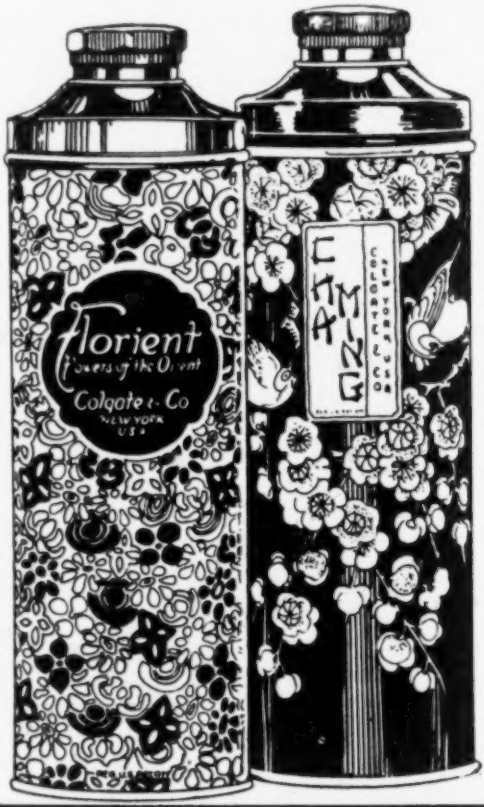
4817

WRIGLEY EXHIBIT NO. 41

COLGATE'S
TALCS

Display

Florient (Flowers of the Orient) and Cha Ming, the Talcs that are preferred by women who appreciate daintiness.



COLGATE'S
BABY TALC

is also in general favor

By giving a liberal display to these highly refined and superior Talcs, especially at this season of the year, you will increase your talc sales and build favor with your customers.

COLGATE & CO.
Est. 1806
199 Fulton St., New York

4528

WRIGLEY EXHIBIT NO. 42

WRIGLEY EXHIBIT NO. 52. KIRKMAN NO. 1







MAGNOLIA MILK PREMIUM STORES
NEW YORK CITY.

44 Hudson Street.
434 West 42nd Street.
578 Cortlandt Avenue.
61 East 125th Street.
1522 Second Avenue.

BROOKLYN
570 Atlantic Avenue
2 Sumner Avenue

LONG ISLAND CITY
44 Jackson Avenue

BAYONNE, N. J.
325 Broadway

ELIZABETH, N. J.
1115 Elizabeth Avenue

JERSEY CITY, N. J.
350 Grove Street
584 Summit Avenue

NEWARK, N. J.
23 Warren Street

PASSAIC, N. J.
81 State Street

PATERSON, N. J.
325 Main Street

PERTH AMBOY, N. J.
289 McClellan Street

BRIDGEPORT, CONN.
105 Congress Street

NEW HAVEN, CONN.
105 Temple Street

BALTIMORE, MD.
515 North Howard Street

This label is copyrighted and non-transferable, and title thereto and all rights therein are reserved by the undersigned.

Redeemable only by the consumer to whom originally issued.

BORDEN'S PREMIUM CO., INC.
4-22 44 HUDSON STREET, NEW YORK CITY.

5090

WRIGLEY EXHIBIT NO. 53. BORDEN NO. 1

3549

FREE
TO CONSUMERS ONLY
(See Back)

Save Center Panel of this Label Entire Front, Reading:

CHALLENGE BRAND
PREMIUM COUPON
CONDENSED MILK

Bring labels to any PREMIUM STORE, addresses of which are given on the back of this label or write to

BORDEN'S
PREMIUM CO., INC
44 HUDSON ST
NEW YORK CITY.

for premium list

CHALLENGE

REG. U.S. PAT. OFF.



PREMIUM COUPON

SWEETENED
CONDENSED MILK

COPYRIGHT

NET WEIGHT 12½ OUNCES

Borden PRODUCTS

Borden's EAGLE BRAND CONDENSED MILK FOR INFANTS
Borden's EVAPORATED MILK
Borden's MILK FLAKES
Borden's MALTED MILK
Borden's MILK CHOCOLATE
Borden's CONDENSED COFFEE WITH MILK AND SUGAR

CHALLENGE BRAND CONDENSED MILK

DIRECTIONS

Use in Coffee, Tea or Chocolate without diluting. For other purposes dilute by adding enough water to reduce to consistency desired.

By adding one part of water to one part of the contents of this can a resulting milk product will be obtained which will not be below the legal standard for whole milk.

The Borden Company
PRODUCT 013
EST'D 1857 NEW YORK, U. S. A.

5100

CHALLENGE MILK PREMIUM STORES

BOSTON, MASS
848 Washington St.

PROVIDENCE, R. I.
49 Aborn St.

NEW HAVEN, CONN.
105 Temple St

BRIDGEPORT, CONN.
105 Congress St.

FALL RIVER, MASS.
14 Third Street.

BALTIMORE, MD.
535 N. Howard St.

NEW YORK CITY,
44 Hudson Street.

This label is copyrighted and non-transferable, and title thereto and all rights therein are reserved by the undersigned.

Redeemable only by the consumer to whom originally issued.

BORDEN'S PREMIUM CO., INC.
44 HUDSON STREET,
NEW YORK CITY.

6-22 5100

WRIGLEY EXHIBIT NO. 53. BORDEN NO. 2
3550

FREE
TO CONSUMERS ONLY
(see over)
Save Center Panel of this Label, Entire Front, Reading:
PENINSULAR BRAND
SWEETENED
CONDENSED MILK
Send your labels to our PREMIUM HEADQUARTERS, address below, and premium will be promptly mailed to you.
BORDEN'S
PREMIUM CO., INC.
44 HUDSON ST.
NEW YORK CITY.

Write for
LATEST CATALOGUE

COPYRIGHT REG. U. S. PAT. OFF.

PENINSULAR BRAND



SWEETENED NET WEIGHT 12½ OZ.

CONDENSED MILK

Borden PRODUCTS

Borden's EAGLE BRAND CONDENSED MILK FOR INFANTS
Borden's EVAPORATED MILK
Borden's MILK FLAKES
Borden's MALTED MILK
Borden's MILK CHOCOLATE
Borden's CONDENSED COFFEE WITH MILK AND SUGAR

PENINSULAR BRAND CONDENSED MILK
DIRECTIONS

By adding one part water to one part of the contents of this can a resulting milk product will be obtained which will not be below the legal standard for whole milk.

For general purposes, add water as required. For Tea, Coffee and Chocolate use undiluted.

The Borden Company
PRODUCT 068
EST'D 1857. NEW YORK, U.S.A.

51e1

PENINSULAR MILK PREMIUMS

Send your labels to our Premium Headquarters, address below, and Premium will be promptly mailed to you.

This label is copyrighted and non-transferable, and title thereto and all rights therein are reserved by the undersigned.

Redeemable only by the consumer to whom originally issued.

BORDEN'S PREMIUM CO., INC.
44 HUDSON STREET,
6-22 NEW YORK CITY.

WRITE FOR LATEST CATALOGUE
51e1

WRIGLEY EXHIBIT NO. 53. BORDEN NO. 3
3551

441-Y
Wrigley Ex. 53. Borden No. 4

FREE
TO CONSUMERS ONLY
(see over)
Save Center Panel of this Label, Entire Front, Reading:
STANDARD BRAND
SWEETENED
CONDENSED MILK
Bring labels to any PREMIUM STORE, addresses of which are given on the back of this label or write to
BORDEN'S
PREMIUM CO., INC.
44 HUDSON ST.
NEW YORK CITY.
for premium list.

STANDARD
BRAND



SWEETENED
CONDENSED MILK
NET WEIGHT 14 OUNCES

Borden PRODUCTS

Borden's EAGLE BRAND CONDENSED MILK FOR INFANTS
Borden's EVAPORATED MILK
Borden's MILK FLAKES
Borden's MALTED MILK
Borden's MILK CHOCOLATE
Borden's CONDENSED COFFEE WITH MILK AND SUGAR

STANDARD BRAND CONDENSED MILK DIRECTIONS

This is pure, rich cows' milk, condensed and preserved with refined sugar.

By adding one part of water to one part of the contents of this can a resulting milk product will be obtained which will not be below the legal standard for whole milk.

For general purposes, add water as required. For Tea, Coffee and Chocolate use undiluted.

The Borden Company
EST. 1857. PRODUCT OF NEW YORK, U.S.A.

510V

STANDARD MILK PREMIUM STORES

BOSTON, MASS.
848 Washington St.

FALL RIVER, MASS.
14 Third St.

NEW YORK CITY
44 Hudson St.

PROVIDENCE, R. I.
49 Aborn St.

This label is [illegible] and non-transferable, and title thereto and [illegible]s therein are reserved by the undersigned.

Redeemable only by the consumer to whom originally issued.

BORDEN'S PREMIUM CO., INC.
44 HUDSON STREET,
NEW YORK CITY

510V

WRIGLEY EXHIBIT NO. 53. BORDEN NO. 4

3552

WRIGLEY EXHIBIT NO. 53. BORDEN NO. 5

3553

49-Y

FREE
TO CONSUMERS ONLY
(See Back)
Save Center Panel of this Label Entire Front, Reading:
DARLING Brand CONDENSED MILK
Bring labels to any PREMIUM STORE, addresses of which are given on the back of this label or write to
BORDEN'S
PREMIUM CO., INC.
44 HUDSON ST.
NEW YORK CITY.
for premium list.

PURE — RICH — CLEAN — FRESH

DARLING BRAND MILK

SWEETENED — CONDENSED



NET WEIGHT 14 OUNCES.

Borden PRODUCTS

Borden's EAGLE BRAND CONDENSED MILK FOR INFANTS
Borden's EVAPORATED MILK
Borden's MILK FLAKES
Borden's MALTED MILK
Borden's MILK CHOCOLATE
Borden's CONDENSED COFFEE WITH MILK AND SUGAR

DARLING BRAND CONDENSED MILK DIRECTIONS

This is pure, rich cows' milk, condensed and preserved with refined sugar.

By adding one part of water to one part of the contents of this can a resulting milk product will be obtained which will not be below the legal standard for whole milk.

For general purposes, add water as required. For Tea, Coffee and Chocolate use undiluted.

The Borden Company
PRODUCT 042
EST. 1857. NEW YORK, U.S.A.

5103

DARLING MILK PREMIUM STORES

NEWARK, N. J.
23 Warren Street
ELIZABETH, N. J.
1115 Elizabeth Ave.
BAYONNE, N. J.
325 Broadway
PASSAIC, N. J.
81 State Street
PERTH AMBOY, N. J.
289 McClellan Street
JERSEY CITY, N. J.
350 Grove Street
651 Summit Avenue
PATERSON, N. J.
325 Main Street
NEW YORK CITY
41 Hudson Street

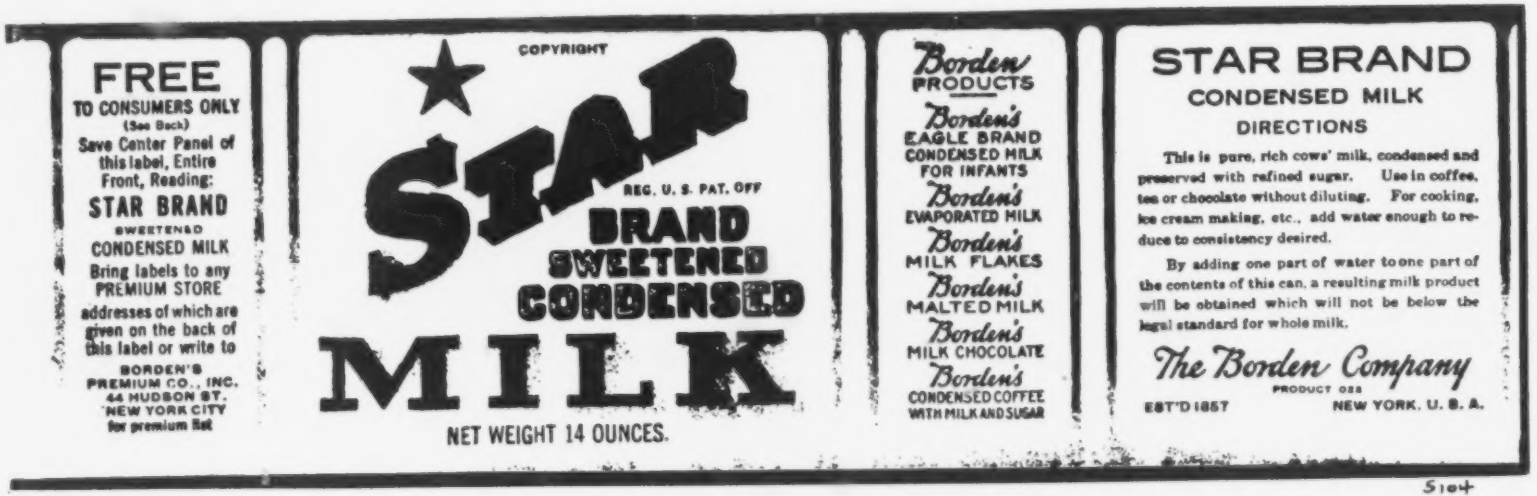
This card is copyrighted and non-transferable and title thereto and all rights thereunder are reserved by the undersigned.

Redeemable only by the consumer to whom originally issued.

BORDEN'S PREMIUM CO., INC.
44 HUDSON STREET,
NEW YORK CITY

6-22

5103



5104

STAR MILK PREMIUM STORES

NEW YORK CITY

44 Hudson Street — 434 West 42nd Street — 61 East 125th Street
1522 Second Avenue — 578 Cortlandt Avenue

BROOKLYN
2 Sumner Avenue
570 Atlantic Avenue

JERSEY CITY, N. J.
260 Grove Street
684 Summit Avenue

LONG ISLAND CITY
44 Jackson Avenue

ELIZABETH, N. J.
1118 Elizabeth Avenue

PERTH AMBOY, N. J.
200 McClellan Street

BAYONNE, N. J.
225 Broadway

NEWARK, N. J.
23 Warren Street

PATERSON, N. J.
225 Main Street

PASSAIC, N. J.
61 State Street

BUFFALO, N. Y.
634 Washington Street

BALTIMORE, MD.
535 North Howard Street

This label is copyrighted and non-transferable, and title thereto and all rights therein are reserved by the undersigned.

Redeemable only by the consumer to whom originally issued.

BORDEN'S PREMIUM CO. INC.
44 HUDSON STREET, NEW YORK CITY.

7-22

5104

WRIGLEY EXHIBIT NO. 53. BORDEN NO. 6

3554

PEARL
BRAND

COPYRIGHT REG. U. S. PAT. OFF.



UNSWEETENED

EVAPORATED MILK

NET WEIGHT 1 POUND.

PEARL Brand Evaporated Milk

UNSWEETENED—STERILIZED

Borden PRODUCTS

Borden's EAGLE BRAND CONDENSED MILK FOR INFANTS

Borden's MILK FLAKES

Borden's MALTED MILK

Borden's MILK CHOCOLATE

Borden's CONDENSED COFFEE WITH MILK AND SUGAR

is manufactured by The Borden Company (Originators of Preserved Milk). It is prepared only from pure, rich cows' milk and complies with standard fixed by the U. S. Government. This milk is produced and handled under the most rigidly enforced sanitary regulations, and condensed by the Borden process whereby only water is removed and nothing added. It is preserved by sterilization only. The keeping quality is assured as long as the can remains unopened.

PEARL BRAND EVAPORATED MILK is economical, always ready for use, and is an absolutely safe food.

By adding one part of water to one part of the contents of this can, a resulting milk product will be obtained which will not be below the legal standard for whole milk.

For Coffee Cocoa and Chocolate use undiluted. For Sauces, Puddings, Cereals and cooking dilute with water to required consistency.

WHEN OPEN KEEP SAME AS FRESH MILK OR CREAM

The Borden Company

PRODUCT 328

Est. 1857. NEW YORK, U. S. A.

FREE!

TO CONSUMERS ONLY

(SEE BACK)

Save Center Panel of this Label Entire Front Reading:

PEARL BRAND EVAPORATED MILK

Bring Labels to any Premium Store, addresses of which are given on the back of this label or write to address below for Premium List

BORDEN'S PREMIUM CO., INC.
44 HUDSON STREET, NEW YORK CITY.

5105

PEARL MILK PREMIUM STORES

NEW YORK CITY

44 Hudson Street — 434 West 42nd Street — 61 East 125th Street
1522 Second Avenue — 578 Cortlandt Avenue

BROOKLYN
2 Sumner Avenue
570 Atlantic Avenue

JERSEY CITY, N. J.
350 Grove Street
564 Summit Avenue

LONG ISLAND CITY
44 Jackson Avenue

ELIZABETH, N. J.
1115 Elizabeth Avenue

PERTH AMBOY, N. J.
289 McClellan Street

NEWARK, N. J.
23 Warren Street

PATERSON, N. J.
325 Main Street.

PASSAIC, N. J.
81 State Street

BUFFALO, N. Y.
634 Washington Street

BALTIMORE, MD.
535 North Howard Street

BAYONNE, N. J.
325 Broadway

This label is copyrighted and non-transferable, and title thereto and all rights therein are reserved by the undersigned.

Redeemable only by the consumer to whom originally issued.

BORDEN'S PREMIUM CO., INC.

7-22 **44 HUDSON STREET, NEW YORK CITY.**

5105

WRIGLEY EXHIBIT NO. 53. BORDEN NO. 7

3555

WRIGLEY EXHIBIT NO. 54—BECTON 1.



5247 WRIGLEY EXHIBIT No. 55.

UNITED CIGAR STORES CO.

CERTIFICATES

Year	Issued	Redeemed	Yearly %
1907	76,077,536	59,064,713	.7763
1908	77,311,218	65,879,853	.8521
1909	94,551,747	76,821,308	.8125
1910	118,800,713	93,689,997	.7875
1911	127,869,935	110,345,356	.8625
1912	139,513,072	113,049,870	.8100
1913	185,061,332.	155,612,401	.8400
1914	185,152,961	171,551,005	.9250
1915	208,744,072	187,561,321	.9000
1916	271,681,202	215,094,019	.7900
1917	261,965,855	235,839,476	.9000
1918	262,806,601	199,116,613	.7576
1919	260,265,522	207,124,163	.7958
1920	405,130,826	281,062,675	.6937
1921	363,457,024	322,268,433	.8867
	3,038,389,616	2,494,081,203	

Accumulated Percentage of Redemption from 1907 to 1921 Inclusive – .8208

5259 WRIGLEY EXHIBIT No. 56

"UNITED PROFIT-SHARING CORPORATION
ISSUE and REDEMPTION OF U. P. S. REGULAR COUPONS
YEARLY JULY 1914 to AUGUST 1922
PAID FOR AT TIME OF ISSUE

	Issued Total Units	Redeemed Total Units	Yearly %	Cum. %
July-Dec. 1914	105,542,536	2,146,572	.0204	.0204
1915	433,607,785	147,055,885	.3391	.2767
1916	266,561,762	237,927,344	.8925	.4804
1917	119,932,771	169,476,282	1.4131	.6013
1918	100,887,422	111,249,558	1.1027	.6506
1919	126,008,574	111,446,692	.8844	.6761
1920	138,833,389	128,710,610	.9271	.7031
1921	117,143,322	119,765,373 3/4	1.0224	.7297
Jan.-Aug. 1922	64,428,961	76,427,974 1/4	1.1862	.7496
Total	1,472,946,522	1,104,206,291	.7496	.7496

These coupons were sold to various merchants throughout the United States."

5281 WRIGLEY EXHIBIT No. 57

"UNITED PROFIT-SHARING CORPORATION
REDEMPTION OF WM. WRIGLEY JR. CO. COUPONS THROUGH MAIL ORDER DEPT. COMPARED WITH TOTAL REDEMPTIONS OF WM. WRIGLEY JR. CO COUPONS YEARLY 1916 TO 1918 INC.

	1916	%	1917	%	1918	%
Mail Ord.	30,043,472	.1759	88,251,470	.4129	94,438,006	.4626
Elsewhere	140,720,276	.8241	125,472,648	.5871	109,724,397	.5374
Total	170,763,748		213,724,118		204,162,403	"

5299 WRIGLEY EXHIBIT No. 59

"United Profit-Sharing Corporation

Percentage of Premium Articles Issued—By Coupon Value

	1920 %	1921 %	1922 Jan. to Aug. %
1 to 100 Coupons,	.0948	.0697	.0949
101 to 500 "	.3274	.2893	.3167
501 to 1000 "	.2655	.2757	.2456
1001 to 2000 "	.1823	.2072	.2194
2001 to 4000 "	.0804	.0951	.0929
4001 Up "	.0496	.0630	.0305
	10000	10000	10000

5301 WRIGLEY EXHIBIT No. 60

"United Cigars Stores Co.

Percentage of Premium Articles Issued—By Coupon Value

	1920 %	1921 %	1922 Jan. to Aug. %
1 to 100 Coupons,	.0307	.0290	.0308
101 to 500 "	.3013	.3222	.3676
501 to 1000 "	.2194	.2395	.2387
1001 to 2000 "	.2847	.2420	.2382
2001 to 4000 "	.1145	.1115	.0878
4001 Up "	.0494	.0558	.0369
	10000	10000	10000"

FRONT WRIGLEY EXHIBIT NO. 63
ATWOOD No. 1

STAR, as a brand for Soap, was original with us, and we have used it a great many years. Others are warned against infringing on our rights. This soap will recommend itself. Dealers are authorized to take it back at our expense, in case it does not give perfect satisfaction.

It does not pay, for the small difference in price, to buy Inferior Soap. "The best is always the cheapest," and we guarantee "STAR" one of the best articles for family use ever put on the market. TRY IT! Compare with other Soaps, for quality and price, and we will be satisfied with your decision.

THE SCHULTZ & CO., "The" Soap Boilers.
The Procter & Gamble Co., Cincinnati, O., Proprietors.

STAR

CUT OUT BLACK CENTER PANEL. No other part of wrapper good for premiums

STAR SOAP

STAR

PRESENTS FOR STAR SOAP USERS.

We take pleasure in notifying all Star Soap users that we offer a splendid general assortment of premiums. See other side for partial list. Cut out and send us the proper number of the Center Panels of Star Soap Wrappers (the part reading STAR SOAP in white letters on black). No other part of the Wrapper is good for premiums.

Send your letter and panels in the same envelope. Write plainly the street number or post office box, town, county and state.

THE PROCTER & GAMBLE CO.
BOX 879, CINCINNATI, OHIO.

Complete Catalogue of Premiums mailed on request.

5cc

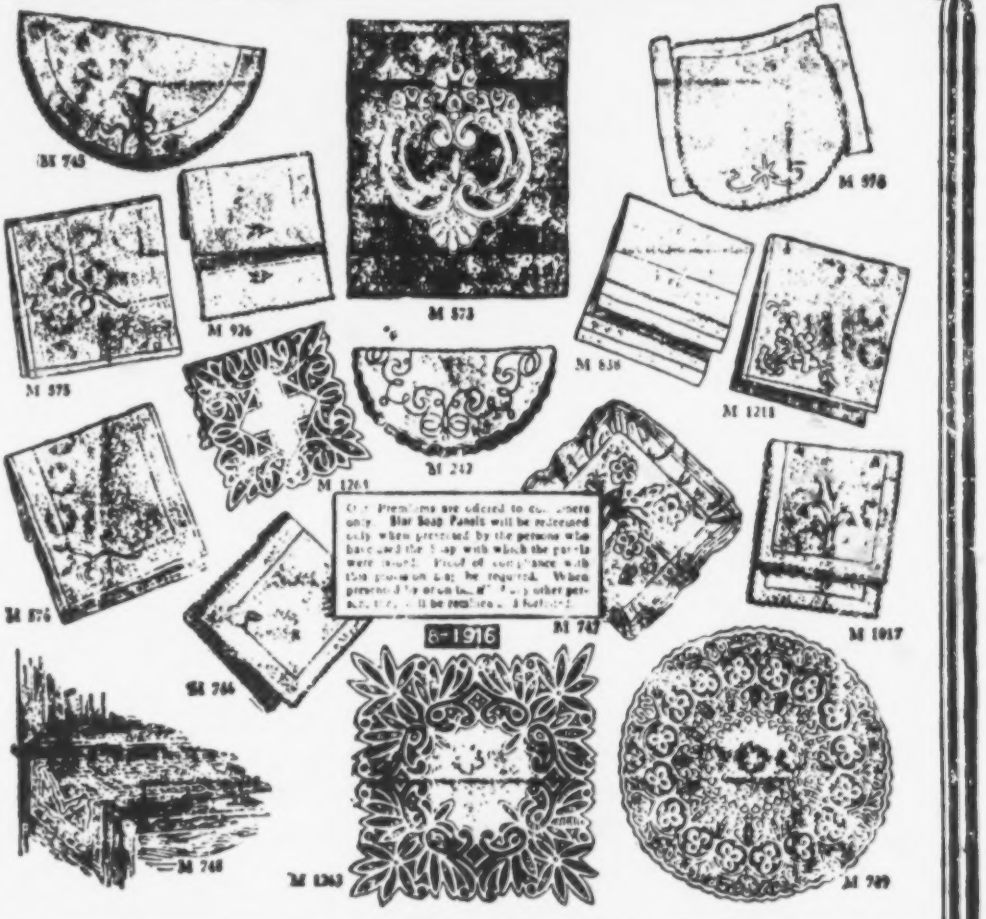
7166

BACK WRIGLEY EXHIBIT NO. 63
ATWOOD No. 1

These BEAUTIFUL PREMIUMS are FREE

To users of this soap in exchange for the center panels cut from the wrappers. (See other side.)

Write for complete Catalogue of over 800 premiums.



	Panels
M 128—Small Hemstitched and Openwork Linen Doily. 7 x 7 inches	15
M 243—Round Embroidered Lawn Table Cover. 24 inches in diameter	25
M 575—White Lace Door Panel. Size 32 x 86 inches	50
M 576—Lady's Embroidered White Lawn Apron	50
M 573—White Embroidered Table Cover. Hemstitched. 50 x 50 inches. Matches No. M 576	50
M 926—White Embroidered Bureau Scarf. Hemstitched. 18 x 50 inches. Matches No. M 575	50
M 746—Round White Embroidered Table Cover. 50 inches in diameter. Matches No. M 746	75
M 748—White Embroidered Bureau Scarf. Scalloped edges. Size 18 x 60. Matches No. M 745	75
M 747—Embroidered Duck Pillow Cover. Assorted Designs	75
M 748—Lace Bureau Scarf. 19 x 60 inches	75
M 749—Round Nottingham Lace Table Cover. 35 inches in diameter	75
M 838—Double Hemstitched Damask Linen Bureau Scarf. 18 x 54 inches	100
M 926—Embroidered Linen Bureau Scarf. Scalloped edge and hemstitched. 17 x 54 inches	125
M 1017—Embroidered Linen Bureau Scarf. Scalloped edge and hemstitched border. 16 x 48 inches	150
M 1211—Embroidered Linen Pillow Sham or Centerpiece. 30 x 30 inches	200
M 1263—Renaissance Centerpiece. Linen center. 30 x 30 inches	250
M 1264—Renaissance Bureau Scarf. Linen center. 18 x 54 inches	250

Order your premium by number and by name, and be sure to state your full name and address in the letter.

THE PROCTER & GAMBLE DISTRIBUTING CO., Box 879, CINCINNATI, OHIO

M 28

FRONT WRIGLEY EXHIBIT NO. 63
ATWOOD No. 4

STAR, as a brand for Soap, was original with us, and we have used it a great many years. Others are warned against fraudulently using on our labels. This soap will recommend itself. Dealers are authorized to take it back at our expense, in case it does not give perfect satisfaction.

It does not pay, for the small difference in price, to buy inferior Soap. "The best is always the cheapest" and we guarantee "STAR" one of the best articles for family use ever put on the market. TRY IT! Compare with other Soaps, for quality and price, and we will be satisfied with your decision.

THE SCHULTZ & CO., "The" Soap Boilers.
The Fredet & Gamble Co., Cincinnati, O., Proprietors.

STAR

STAR
SOAP

STAR

Factories conducted on the Profit-sharing Plan.
Ivorydale, O., New York City and Kansas City.

5345

BACK WRIGLEY EXHIBIT NO. 63. ATWOOD NO. 4



A snow white washing powder containing

Naphtha

The **Naphtha** loosens the dirt—the washing powder and water remove it.

Try a package

5396

FRONT WRIGLEY EXHIBIT NO. 63
ATWOOD No. 5



BACK WRIGLEY EXHIBIT NO. 63. ATWOOD NO. 5

NOTICE!

All premium offers on Star Soap were withdrawn **March 1, 1916,** and

This Wrapper is not Good for Premiums

We stopped giving premiums for Star Soap wrappers because we can give Star Soap users a much greater value in soap without premiums than with them.

The rapidly increasing sale of Star Soap shows that our customers appreciate the change and it will be our purpose to continue to give you the greatest possible value in Star Soap under all conditions.

All old Star Soap wrappers issued previous to March 1, 1916, and bearing the premium offer, may be redeemed by mail, at our Main Office, Box 879, Cincinnati, Ohio.

The Procter & Gamble Distributing Co.

SA03

FRONT WRIGLEY EXHIBIT NO. 63
ATWOOD No. 6



BACK WRIGLEY EXHIBIT NO. 63

ATWOOD No. 6

NOTICE

All premium offers on Star Soap were withdrawn March 1, 1916, and

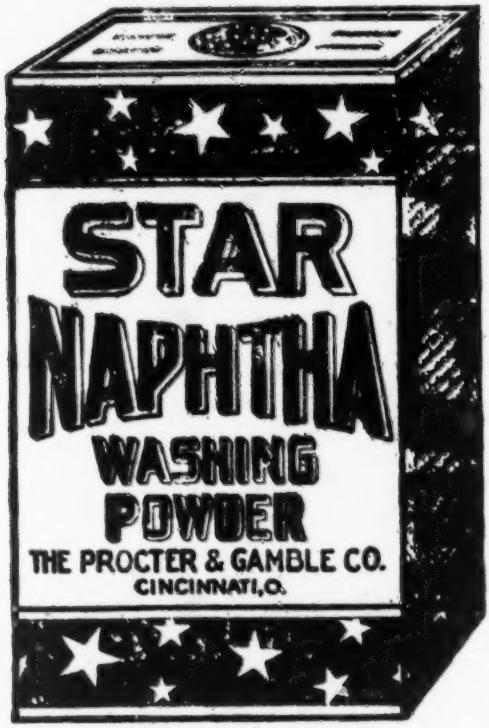
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The rapidly increasing sale of Star Soap shows that our customers appreciate the change and it will be our purpose to continue to give you the greatest possible value in Star Soap under all conditions.

All old Star Soap wrappers issued previous to March 1, 1916, and bearing the premium offer, may be redeemed by mail, at our Main Office, Box 879, Cincinnati, Ohio.

The Procter & Gamble Distributing Co



A snow white washing powder containing Naphtha

The Naphtha loosens the dirt—the washing powder and water remove it

Try a package

There is a Procter & Gamble soap for every household need
It is identified always by this trade mark.

Ivory Soap
Ivory Soap Flakes
P&G The White Naphtha Soap
Star Naphtha Washing Powder
Sopade—a Hard Water Softener
Chipso—for Washing Machines

Soab

5383 WRIGLEY EXHIBIT No. 63: ATWOOD No. 2.

"Statistical Statement of Coupon Account
The Proctor and Gamble Distributing Company
From 1910 To 1921, Inclusive.

Year	Coupon Wrappers Issued	Coupons Redeemed	Percentage of Coupons Redeemed	Cumulative Totals of Redeemed	Percentage of Cumulative Totals of Redeemed
1910	41,994,600,	20,729,743,	49.36%	20,729,743,	49.36%
1911	39,714,900,	24,532,029,	61.77%	45,261,772,	55.39%
1912	46,613,300,	31,448,998,	67.47%	76,710,770,	59.77%
1913	50,574,500,	32,919,413,	65.09%	109,630,183,	61.28%
1914	51,687,580,	35,050,343,	67.81%	144,680,526,	62.74%
1915	87,784,400,	38,228,390,	43.55%	182,908,916,	57.45%
1916	112,784,400,	39,263,348,	34.81%	222,172,264,	51.53%
1917	.....	38,322,799,	.....	260,495,063,	60.42%
1918	.....	13,605,579,	.....	274,100,642,	63.57%
1919	.....	3,638,246,	.....	277,738,888,	64.42%
1920	.....	602,986,	.....	278,341,874,	64.56%
1921	.....	165,055,	.....	278,506,929,	64.60%
1922		* 127,704,		127,704,	
				278,634,633	

*to Oct. 28th 1922."

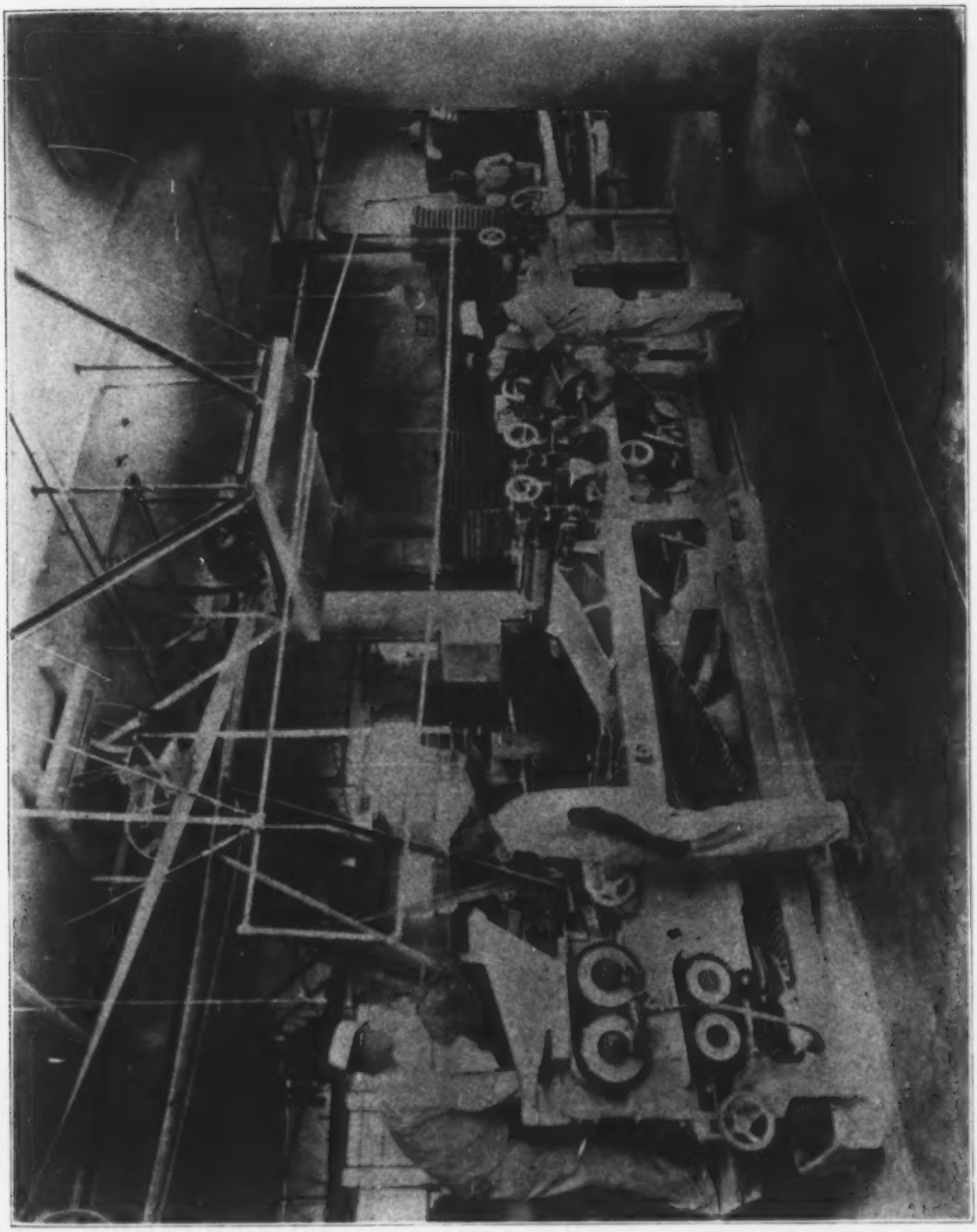
Note: The last part of the statement beginning "1922" was added in pencil by the witness at the hearing.

"ANALYSIS

PROCTER & GAMBLE DISTRIBUTING CO'S. PREMIUM COUPONS RECEIVED IN MAILS NOV. 3, 1922

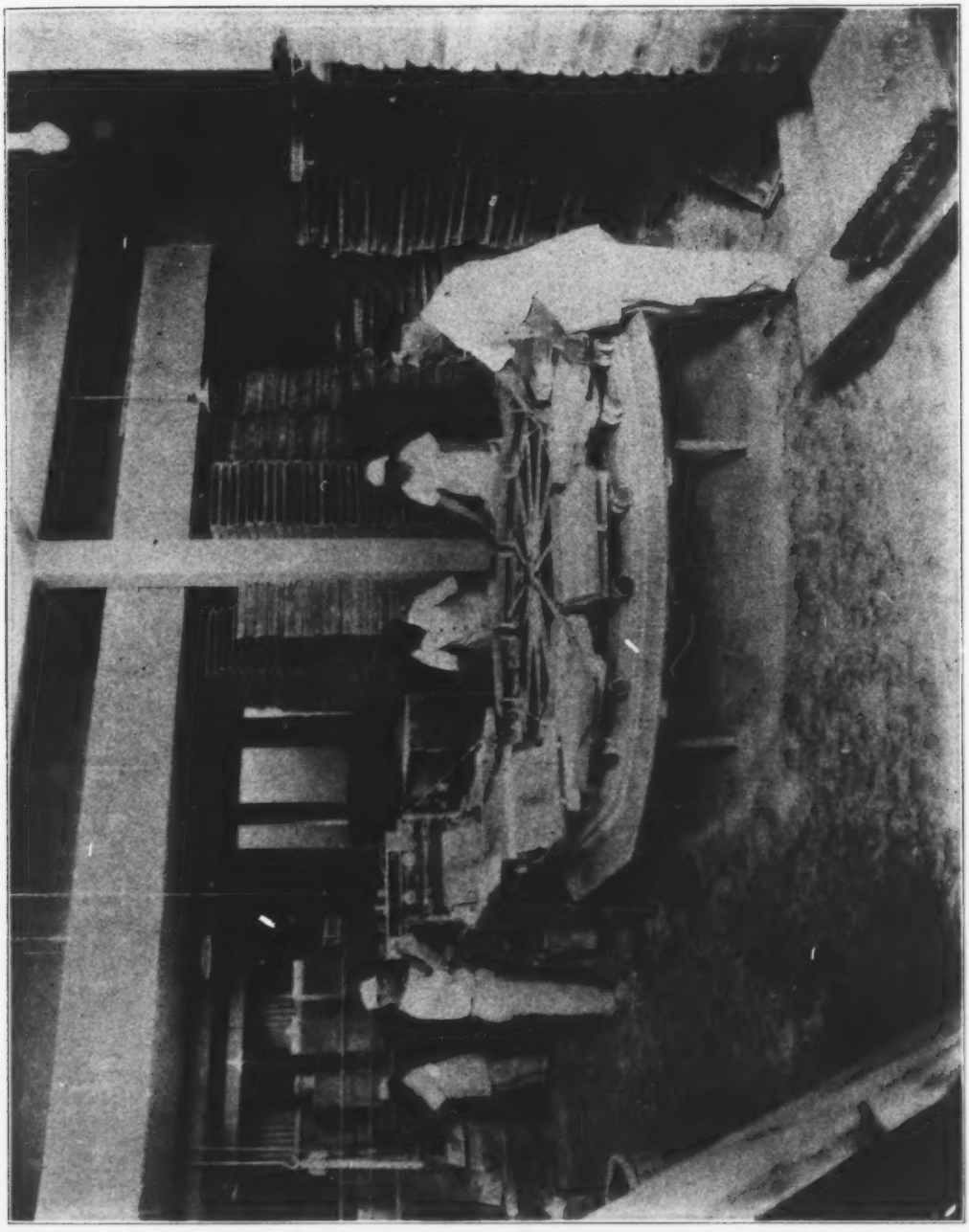
Issued	Age	Batch-1		Batch-2		Batch-3		Batch-4		Batch-5	
		No.	%	No.	%	No.	%	No.	%	No.	%
Prior to 1/1/1904	Over 18 yrs. old	40	16.8								
Prior to 1/1/1906	Over 16 yrs. old	9	3.8								
Between 1904-06	Over 16 yrs. old	34	14								
Between 1906-10	Over 12 yrs. old	90	37.6								
Prior to 1912	Over 10 yrs. old	...	....	93	55.7	12	24.5				
Between 1912-14	Over 8 yrs. old	24	10	17	10	17	34.7	15	22.4	28	41.2
Between 1914-15	Over 7 yrs. old	41	16.8	46	27.8	18	36.8	39	58.1	28	41.2
During 1916	Over 5 yrs. old	2	1	11	6.5	2	4	13	19.5	12	17.6
		240	100%	167	100%	49	100%	67	100%	68	100%

WRIGLEY EXHIBIT NO. 64—BUCK 7.



8061 Sheeting Machine View from Hopper End.

WRIGLEY EXHIBIT NO. 64—BUCK 8.

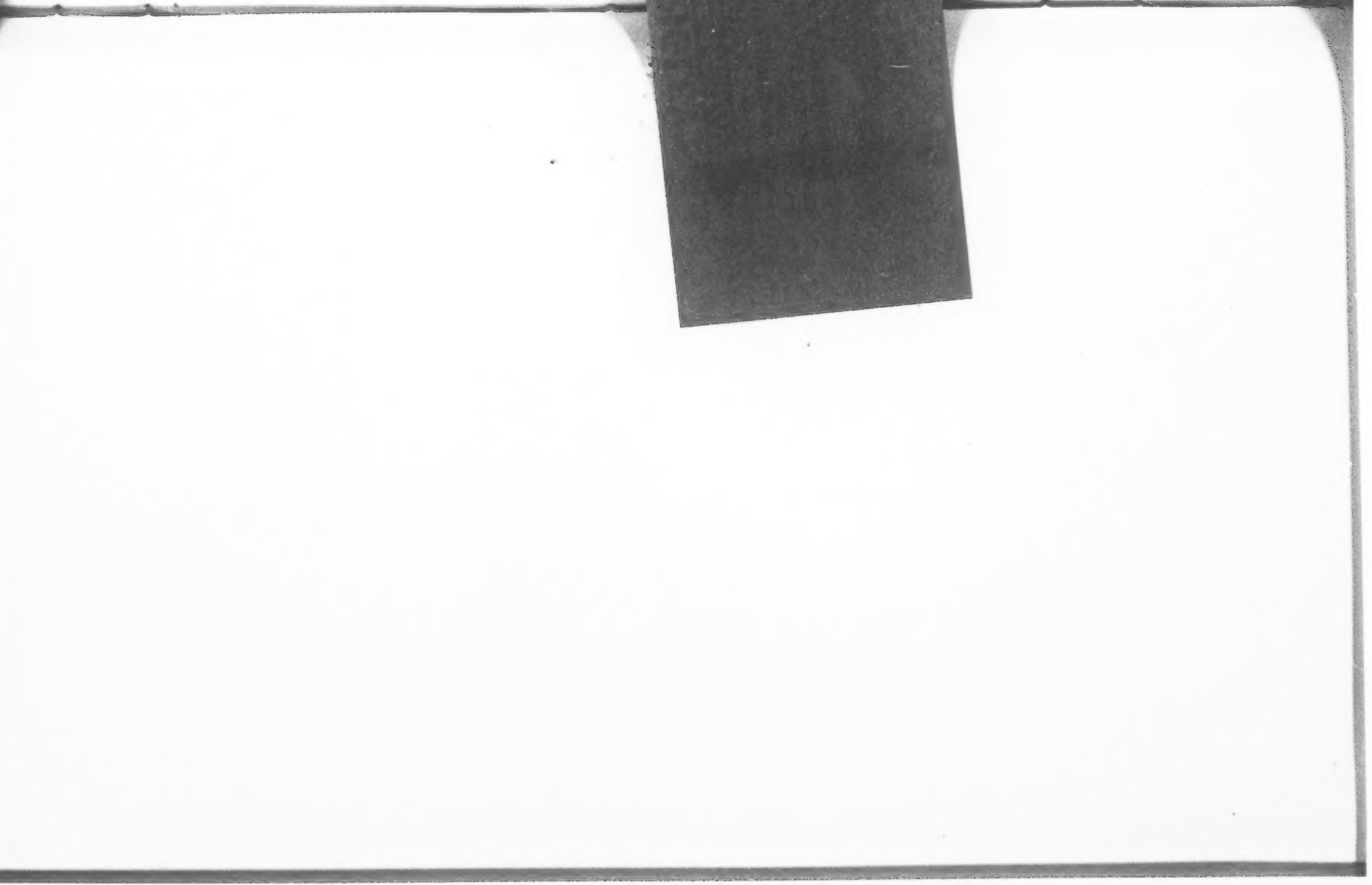


8062 Sheeting Machine View from Delivery End.

WRIGLEY EXHIBIT NO. 64—BUCK 9.

Wrapping clothing for package of Spearmint wrapped on Redington machine.





WRIGLEY EXHIBIT NO. 64—BUCK 10.

Wrapping clothing for package of Spearmint sealed as turned out on Condon machine.



WRIGLEY EXHIBIT NO. 64—BUCK 11.

Wrapping clothing for package of Spearmint with two counterbands as turned out on Redington, Condon, Bander.



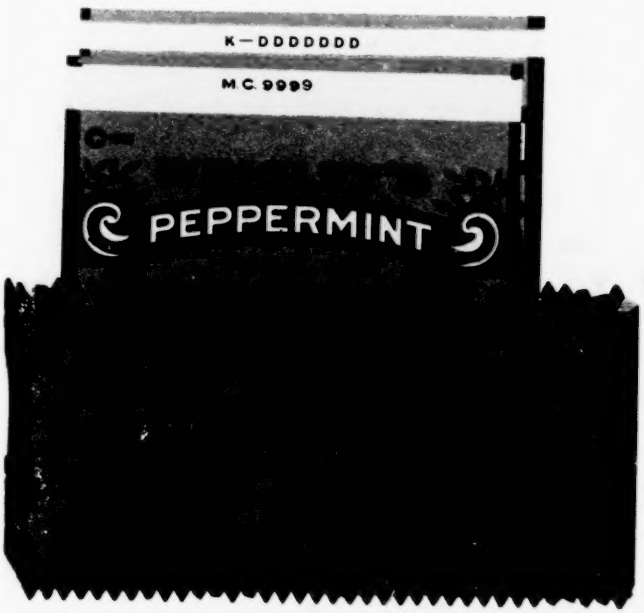
WRIGLEY EXHIBIT NO. 64—BUCK 12.

Wrapping clothing for package of Doublemint as turned out on a K. L. M. machine.



WRIGLEY EXHIBIT NO. 64—BUCK 13.

Wrapping clothing for package of ⇌2 Peppermint as turned out on a K. L. M. machine.



WRIGLEY EXHIBIT 64—BUCK 14

RECAP OF SAVINGS

CHICAGO (only)

	Col. #1 Total Savings June, 1911 to 1918 incl.	#2 1918 Savings Only	#3 No. of Yrs. from 1918 to expiration of Patents.	#4 Savings till expiration of Patents based on saving of 1918	#5 Savings (Col. #1 plus Col. #4.)
1. Savings effected by use of Price Wrapping Machine Inventions.	$667,421.61	$211,814.41	14½	$3,071,308.95	$3,738,730.56
2. Savings effected by use of Sheeting Machine Inventions.	$272,198.00	$ 74,348.66	9½	$ 706,312.27	$ 978,510.27
3. Savings effected in Interest by use of Price Wrapping Machine Inventions at 7%.	$ 22,036.44				$ 22,036.84
4. Savings effected in Depreciation by use of Price Wrapping Machine Inventions at 10%	$ 31,481.21				$ 31,48121
Total Savings	$993,137.66			$3,777,621.22	$4,770,758.88

WRIGLEY EXHIBIT No. 64—BUCK 15

CHICAGO

"SAVINGS BY OPERATING PRICE TYPE WRAPPING MACHINES INSTEAD OF REDINGTON, CONDON. BANDER METHOD"

Source of Information	General No. 1.	Machine days multiplied by number of girls required per machine. (see Gen. #8 + Gen. #9 + Gen. #10 + Gen. #7.)	Column 1 divided by Column 2.	Two times Column 3	General No. 9	Column 4 divided by Column 5.	See 10-D	Column 4 divided by Column 7.	See 10-C	Column 4 divided by Column 9.	Sum of Columns 6, 8 and 10	General #7.	Column 4 divided by Column 12.	General #8	Column #4 divided by Column 14.	Column 11 minus Column 13.	Column 6 minus Column 15.	General #7	
	1.	2.	3.	4.	5.	6.	7.	8.	9.	10.	11.	12.	13.	14.	15.	16.	17.	18.	
Year	Total Wrapping Payroll	Total Girl Days	Cost Per Girl Day	Cost Per Machine Day	Red. Avg. Prod. Per Day *Max. Obtained in Last Quarter of 1912—(1060)*	Cost Per Box on Reding-ton	Condon Sealer Prod. per day *Max. Obtained in 2nd Quarter 1913—(2675)*	Cost Per Box of Condon Sealer	Bander Prod. Per Day *Max. Obtained in Last Quarter 1912—(1399)*	Cost Per Box of Bander	Total Cost per Box of Red.-Condon Bander Comb.	KL & KLM SS Pro-duction Per Day	Cost Per Box of KL & KLM SS	K. Pro-duction Per Day	Cost Per Box of K.	Saving Per Bx. KL & KLM SS over Red. Con. Bander	Saving Per Box K over Red.	Boxes Produced on KL & KLM SS	
1911 (June to Dec. incl.)	$25,337.76	10,701.5	2.36768	4.73536	1011 *1011*	.004684								1301	.003640		.001044	None	
1912	43,550.53	19,136.5	2.27578	4.55156	1049 *1049*	.004339								1551	.002935		.001404	None	3
1913	53,613.14	22,860.5	2.34523	4.69046	1060 *986*	.004425	2675 *2520*	.001753	1399 *1305*	.003353	.009513	1502	.003123	1559	.003009	.006408	.001416	2,170,032	4
1914	48,846.41	16,854.5	2.89812	5.79624	1060 *881*	.005468	2675 *2375*	.002167	1399 *1267*	.004143	.011778	1556	.003725	1503	.003856	.008053	.001612	10,319,079.5	
1915	47,816.75	18,729.5	2.55302	5.10604	1060 *636*	.004817	2675 —	.001909	1399 *1152*	.003650	.010376	1666	.003065	1442	.003541	.007311	.001276	12,496,631	
1916	74,018.15	27,526.	2.68903	5.37806	1060 *825*	.005074	2675 —	.002010	1399 *1022*	.003844	.010928	1568	.003430	1499	.003588	.007498	.001486	14,896,887	1
1917	94,882.43	31,526.	3.00966	6.01932	1060 *724*	.005678	2675 —	.002250	1399 *980*	.004303	.012231	1512	.003981	1590	.003786	.008250	.001892	15,651,635	6
1918	122,132.64	29,088.	4.19873	8.39746	1060 *675*	.007922	2675 —	.003139	1399 *1029*	.006002	.017063	1717	.004891	1774	.004734	.012172	.003188	15,478,649.5	7

WRIGLEY EXHIBIT No. 64—BUCK 15

"SAVINGS BY OPERATING PRICE TYPE WRAPPING MACHINES INSTEAD OF REDINGTON, CONDON. BANDER METHOD"

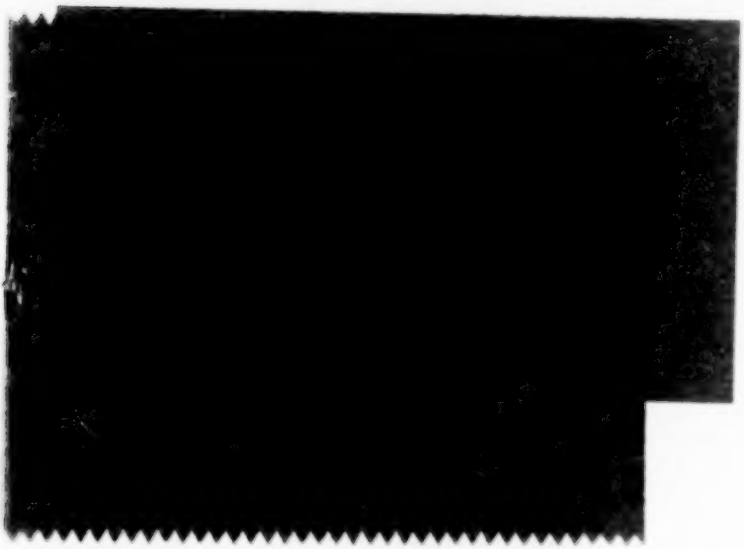
CHICAGO

K – Price Type loose wrap (No. Self Seal.)
KL " " " " (Self Sealing Pkg.)
KLM " " Single Stick (with or without self seal)

General No. 9	Column 4 divided by Column 5.	See 10-D	Column 4 divided by Column 7.	See 10-C	Column 4 divided by Column 9.	Sum of Columns 6, 8 and 10	General #7.	Column 4 divided by Column 12.	General #8	Column #4 divided by Column 14.	Column 11 minus Column 13.	Column 6 minus Column 15.	General #7	General #8	Column 16 times Column 18.	Column 17 times Column 19.	Addition of Columns 20 and 21.	
5.	6.	7.	8.	9.	10.	11.	12.	13.	14.	15.	16.	17.	18.	19.	20.	21.	22.	
Red. Avg. Prod. Per Day *Max. Obtained in Last Quarter of 1912—(1060)*	Cost Per Box on Reding-ton	Condon Sealer Prod. per day *Max. Obtained in 2nd Quarter 1913—(2675)*	Cost Per Box of Condon Sealer	Bander Prod. Per Day *Max. Obtained in Last Quarter 1912—(1399)*	Cost Per Box of Bander	Total Cost per Box of Red.-Condon Bander Comb.	KL & KLM SS Pro-duction Per Day	Cost Per Box of KL & KLM SS	K. Pro-duction Per Day	Cost Per Box of K.	Saving Per Bx. KL & KLM SS over Red. Con. Bander	Saving Per Box K over Red.	Boxes Produced on KL & KLM SS	Boxes Produced on K.	Total Saving on KL & KLM SS	Total Saving on K	Grand Total of Savings on All Price Machines	Year
1011 *1011*	.004684								1301	.003640		.001044	None	127,517		133.13	133.13	1911 (June to Dec. incl.)
1049 *1049*	.004339								1551	.002935		.001404	None	3,011,903		4228.71	4228.71	1912
1060 *986*	.004425	2675 *2520*	.001753	1399 *1305*	.003353	.009513	1502	.003123	1559	.003009	.006408	.001416	2,170,032	4,559,696	13,905.56	6456.53	20362.09	1913
1060 *881*	.005468	2675 *2375*	.002167	1399 *1267*	.004143	.011778	1556	.003725	1503	.003856	.008053	.001612	10,319,079.5	211,986.5	83,099.54	341.72	83441.26	1914
1060 *636*	.004817	2675 —	.001909	1399 *1152*	.003650	.010376	1606	.003065	1442	.003541	.007311	.001276	12,496,631	144,878.	91,362.87	184.86	91547.73	1915
1060 *825*	.005074	2675 —	.002010	1399 *1022*	.003844	.010928	1568	.003430	1499	.003588	.007498	.001486	14,896,887	2,030,460.	111,696.84	3017.26	114714.10	1916
1060 *724*	.005678	2675 —	.002250	1399 *980*	.004303	.012231	1512	.003981	1590	.003786	.008250	.001892	15,651,635	6,371,076	129,126.11	12054.07	141180.18	1917
1060 *675*	.007922	2675 —	.003139	1399 *1029*	.006002	.017063	1717	.004891	1774	.004734	.012172	.003188	15,478,649.5	7,342,654	188,406.03	23408.38	211814.41	1918
															Total Savings – –		$667421.61	

WRIGLEY EXHIBIT NO. 64—BUCK 16.

Wrapping clothing for K. L. Type of package—Specimen in Spearmint.



WRIGLEY EXHIBIT No. 64—BUCK 18

CHICAGO FACTORY

Savings in Depreciation and Interest by Operating "Price" Machines instead of Wrapping Gum by "Redington," "Condon" and "Bander" Method.

Source of Information		Chgo's record of savings made by using "Price" Machines "Redington" Aver. Gen. #9 "Condon" " 10 D "Bander" " 10 C "Price" " Gen. #7	Ratio "Redington" "Condon" "Bander" Avg. to "Price" Avg. Col. #1	Machy. & Equip. Record	Column 2 multiplied by Column 3.	Sum of Cost of "Redington," "Condon," "Bander" minus cost of "Price" Mchs. (Col. #4)	Wrap. Mach. Books	Column 5 divided by Column 6.	General #7 of Chgo's record of savings made by using "Price" Machine	Column 7 multiplied by Column 8.	10% of Column 9.	7% of Column 9.	Addition Column 10 and 11
		1.	2.	3.	4.	5.	6.	7.	8.	9.	10.	11.	12.
Year	Machine	Prod. Avg.	% to Equal "Price" Pro.	Cost Per Mach.	Invest. Required to equal "Price" Prod.	Savings "Price" over "Comb."	Working Days Per Annum	Savings Per Day	Labor Days	Saving in Invest.	Depreciation 10%	Interest 7%	Total Savings
1913	Redington	1060	1.417	$1650.00	$2338.05								
	Condon	2675	.561	2175.00	1220.18								
	Bander	1399	1.074	500.00	537.00								
	Price	1502		2500.00	2500.00	$1595.23	271	5.88645754	1444	8500.04	850.00	595.00	1445.00
1914	Redington	1060	1.468	1650.00	2422.20								
	Condon	2675	.582	2175.00	1265.85								
	Bander	1399	1.112	500.00	556.00								
	Price	1556		2500.00	2500.00	$1744.05	251½	6.94149248	6632½	46039.45	4603.95	3222.76	7826.71
1915	Redington	1060	1.572	1650.00	2593.86								
	Condon	2675	.623	2175.00	1355.03								
	Bander	1399	1.191	500.00	595.50								
	Price	1666		2500.00	2500.00	$2044.33	256½	7.97009744	7503	59799.64	5979.96	4185.97	10165.93
1916	Redington	1060	1.479	1650.00	2440.35								
	Condon	2675	.586	2175.00	1273.55								
	Bander	1399	1.121	500.00	560.50								
	Price	1568		2500.00	2500.00	$1774.40	287½	6.17182609	9501	58638.52	5863.85	4104.70	9968.55
	Redington	1060	1.426	1650.00	2352.90								
	Condon	2675	.565	2175.00	1228.88								
	Bander	1399	1.081	500.00	540.50								
	Price	1512		2500.00	2500.00	$1622.28	271½	5.97524858	10352½	61858.76	6185.88	4330.11	10515.99
	Redington	1060	1.620	1650.00	2673.00								
	Condon	2675	.642	2175.00	1396.35								
	Bander	1399	1.227	500.00	613.50								
	Price	1717		2500.00	2500.00	$2182.85	246	8.87337396	9013	79975.72	7997.57	5598.30	13595.87
										314812.13	31481.21	22036.84	53518.05
Total Savings													$53518.05

WRIGLEY EXHIBIT No. 64—BUCK 19

RECAP OF SAVINGS

CHICAGO (only)

	Column #1. Total Savings June, 1911 to 1918 incl.	#2 1918 Savings only	#3 No. of Years From 1918 to expiration of Patents	#4 Savings till expiration of Patents Based on Savings of 1918.	#5 Combined Savings (Col. #1 plus Col. #4)
1. Savings effected by use of "Price" Wrapping Machine Inventions.	$667,421.61	$211,814.41	14½	$3,071,308.95	$3,738,730.56
2. Savings effected by use of Sheeting Machine Inventions.	$272,198.00	$ 74,348.66	9½	706,312.27	978,510.27
3. Savings effected in Interest by use of "Price" Wrapping Machine Inventions at 6%.	$ 18,888.73				18,888.73
4. Savings effected in Depreciation by use of "Price" Wrapping Machine Inventions at 10%	$ 31,481.21				31,481.21
Total Savings	$989,989.55			$3,777,621.22	$4,767,610.77

WRIGLEY EXHIBIT No. 64—BUCK 20

RECAP OF SAVINGS

CHICAGO (only)

	Column #1. Total Savings June, 1911 to 1918 incl.	Column #2. 1918 Savings only	Column #3 No. of Yrs. from 1918 to expiration of Patents	Column #4. Savings till expiration of Patents based on savings of 1918	Column #5 Combined Savings (Col. #1 plus Col. #4)
1. Savings effected by use of Price Wrapping Machine Inventions.	$667,421.61	$211,814.41	14½	$3,071,308.95	$3,738,730.56
2. Savings effected by use of Sheeting Machine Inventions.	$272,198.00	$ 74,348.66	9½	$ 706,312.27	$ 978,510.27
3. Savings effected in Interest by use of Price Wrapping Machine Inventions at 5%.	$ 15,740.61				$ 15,740.61
4. Savings effected in Depreciation by use of Price Wrapping Machine Inventions at 10%.	$ 31,481.21				$ 31,481.21
Total Savings	$986,841.43			$3,777,621.22	$4,764,462.65

Wrigley Exhibit No. 64—Buck 20.

WRIGLEY EXHIBIT No. 64—BUCK 21

BROOKLYN

SAVINGS BY OPERATING PRICE TYPE WRAPPING MACHINES INSTEAD OF REDINGTON, CONDON, BANDER METHOD.

1.	2.	3.	4.	5.	6.	7.	8.	
Year	Boxes Produced on K & KLM not SS	Boxes Produced on KL & KLM not SS.	Savings per box K over Red. per Chicago figures	Savings per box KL & KLM SS over Red., Cond., Bander	Total Savings on K over Red.	Total Savings on KL & KLM SS over Red. Condon. Bander	Sum of all savings on Price over Red. or Red. Cond. Bander	
1911	None	None						
1912	None	None						
1913	None	862,535		.006408		5,527.11	5,527.11	
1914	None	2,720,630		.008053		21,909.23	21,909.23	
1915	None	3,695,246		.007311		27,015.94	27,015.94	
1916	82,117	5,011,432	.001486	.007498	122.03	37,575.72	37,697.75	
1917	956,176	4,948,724	.001892	.008250	1809.08	40,826.97	42,636.05	
1918	1,120,197	4,117,603	.003188	.012172	3571.19	50,119.46	53,690.65	
							$242,167.38	*$188,476.73*

Wrigley Exhibit No. 64—Buck 21. 3584

8076 WRIGLEY EXHIBIT No. 64—BUCK 22

BROOKLYN

SHEETING MACHINE SAVINGS

Year	1. Brooklyn Batch Record (Brook. S. M. #5) Lbs. Mfd.	2. See Column #5 Chicago Sheeting Machine Savings Record. Savings Per M # Per Chicago Figures	3. Column #1 Multiplied by Column #2. Total Savings
1911	1,092,700	$2.18	$ 2,382.09
1912	2,863,700	2.57	7,359.71
1913	3,194,800	3.04	9,712.19
1914	2,039,800	2.30	4,691.54
1915	2,772,000	2.38	6,597.36
1916	3,848,600	1.90	7,312.34
1917	4,334,400	2.85	12,353.04
1918	3,990,000	3.82	15,241.80
Total Savings			$65,650.07

WRIGLEY EXHIBIT No. 64—BUCK 23

BROOKLYN FACTORY

SAVINGS IN DEPRECIATION AND INTEREST BY OPERATING PRICE MACHINES INSTEAD OF WRAPPING GUM BY "REDINGTON," "CONDON" "BANDER" METHOD.

Source of Information	Column #7 of Chicago's Record of Savings in Depreciation and Interest.	General #1 of Brooklyn's Record of Savings Made by using "Price" Machine.	Column #1 Multiplied by Column #2.	10% of Column 3.	7% of Column #3	Addition of Columns #4 and 5.
Year	1. Savings Per Day	2. Labor Days	3. Savings in Investment	4. Depreciation 10%	5. Interest 7%	6. Total Savings
1913	5.88645754	562	$ 3,308.19	$ 330.82	$ 231.57	$ 562.39
1914	6.94149248	1769½	12,282.97	1,228.30	859.81	2,888.11
1915	7.97009744	2342½	18,669.95	1,867.00	1,306.90	3,173.90
1916	6,17182609	3038¾	18,754.64	1,875.46	1,312.82	3,188.28
1917	5.97524858	3325¾	19,872.18	1,987.22	1,391.05	3,378.27
1918	8.87337396	2547½	22,604.92	2,260.49	1,582.34	3,842.83
			$95,492.85	$9,549.29	$6,684.49	$ 16,233.78
Total Savings						$ 16,233.78

WRIGLEY EXHIBIT No. 64—BUCK 24

RECAP OF SAVINGS

BROOKLYN

	Column #1 Total Savings 1911 to 1918 incl.	Column #2 1918 Savings only	Column #3 No. of Yrs. from 1918 to expiration of Patents	Columns #4 Savings till expiration of Patents based on Saving of 1918	Column #5 Combined Savings Col. #1 plus Col. #4
1. Savings effected by use of Price Wrapping Machine Inventions.	~~$242,167.20~~ *$188,476.73*	$53,690.65	14½	$778,514.43	~~$1,020,681.63~~ *$ 966,991.16*
2. Savings effected by use of Sheeting Machine Inventions.	65,650.07	15,241.80	9½	144,797.10	210,447.17
3. Savings effected in Interest by use of Price Wrapping Machine Inventions at 6%.	5,729.58				5,729.58
4. Savings effected in depreciation by use of Price Wrapping Machine Inventions at 10%	9,549.29				9,549.29
Total Savings	~~$323,096.32~~ *$269,405.67*			$923,311.53	~~$1,246,407.35~~ *$1,192,717.20*

WRIGLEY EXHIBIT No. 64—BUCK 25

RECAP OF SAVINGS

BROOKLYN

	Columns #1 Total Savings 1911 to 1918 incl.	#2 1918 Savings only	#3 No. of Yrs. from 1918 to expiration of Patents	#4 Savings till expiration of Patents based on Saving of 1918	#5 Combined Savings Col. #1 plus Col. #4
1. Savings effected by use of Price Wrapping Machine Inventions.	~~$242,197.36~~ *$188,476.73*	$53,690.65	14½	$778,514.43	~~$1,020,661.61~~ *$ 966,991.16*
2. Savings effected by use of Sheeting Machine Inventions.	65,650.07	15,241.80	9½	144,797.10	210,447.17
3.. Savings effected in Interest by use of Price Wrapping Machine Inventions at 5%.	4,774.66				4,774.66
4. Savings effected in Depreciation by use of Price Wrapping Mach. Inventions at 10%.	9,549.29				9,549.29
Total Savings	~~$322,141.40~~ *$268,450.75*			$923,311.53	~~$1,245,452.93~~ *$1,191,762.28*

WRIGLEY EXHIBIT No. 64—BUCK 26

RECAP OF SAVINGS

BROOKLYN

	Column #1 Total Savings 1911 to 1918 incl.	#2 1918 Savings only	#3 No. of Yrs. from 1918 to expiration of Patents	#4 Savings till expiration of Patents Based on Saving of 1918	#5 Combined Savings (Column #1 Plus Col. #4)
1. Savings effected by use of Price Wrapping Machine Inventions	$242,167.36 *$188,476.73*	$53,690.65	14½	$778,514.43	$1,020,681.81 *$ 966,991.16*
2. Savings effected by use of Sheeting Machine Inventions.	65,650.07	15,241.80	9½	$144,797.10	210,447.17
3. Savings effected in Interest by use of Price Wrapping Machine Inventions at 7%.	6,684.49				6,684.49
4. Savings effected in Depreciation by use of Price Wrapping Machine Inventions at 10%.	9,549.29				9,549.29
Total Savings	$324,051.23 *$270,360.58*			$923,311.53	$1,247,362.76 *$1,193,672.11*

8081 WRIGLEY EXHIBIT No. 64—BUCK 27

TORONTO

SAVINGS BY OPERATING PRICE TYPE WRAPPING MACHINES INSTEAD OF REDINGTON, CONDON, BANDER METHOD.

Source of Information	General #3	Chicago figures	Col. #1 x Col. #2
	1.	2.	3.
Year	Boxes Prod. on KL & KLM SS.	Savings Per Box on KL & KLM SS Per Chicago Figures	Total Savings KL & KLM over Red. Con. Bander
1914	833,947	.008053	$ 6,715.78
1915	1,134,789.65	.007311	8,296.45
			$15,012.23

8082 WRIGLEY EXHIBIT No. 64—BUCK 28

TORONTO

SHEETING MACHINE SAVINGS

	Toronto Sheeting Machine #1	See Col. #5 Chicago Sheeting Machine Savings Record.	Column #1 multiplied by Column #2.
	1.	2.	3.
Year	Lbs. Mfd.	Savings per M # per Chicago figures	Total Savings
1911	145,600	$2.18	$ 317.41
1912	566,300	2.57	1,455.39
1913	851,900	3.04	2,589.78
1914	798,700	2.30	1,837.01
1915	847,700	2.38	2,017.53
	Total Savings		$8,217.12

WRIGLEY EXHIBIT No. 64—BUCK 29

TORONTO FACTORY

SAVINGS IN DEPRECIATION AND INTEREST BY OPERATING PRICE MACHINES INSTEAD OF WRAPPING GUM BY "ERDINGTON," "CONDON," "BANDER" METHOD.

Source of Information	Column #7 of Chicago's Record of Savings in Depreciation and Interest	T-2 of Toronto's Record of Savings made by using "Price" Machine	Column #1 multiplied by Column #2.	10% of Col. #3	7% of Col. #3	Addition of Columns #4 and 5
	1.	2.	3.	4	5	6
Year	Savings Per Day	Labor Days	Savings on Investment	Depreciation 10%	Interest 7%	Total Savings
1914	6.94149248	575	$3,991.36	$399.14	$279.40	$ 678.54
1915	7.97009744	725	5,778.32	577.83	404.48	982.31
			$9,769.68	$976.97	$683.88	$1660.85
	Total Savings					$1660.85

8084 WRIGLEY EXHIBIT No. 64—BUCK 30

RECAP OF SAVINGS

TORONTO

	Total Savings 1911 to 1915 inclusive
1. Savings effected by use of Price Wrapping Machine Inventions.	$15,012.23
2. Savings effected by use of Sheeting Machine Inventions.	8,217.12
3. Savings effected in Interest by use of Price Wrapping Machine Inventions at 7%.	683.88
4. Savings effected in Depreciation by use of Price Wrapping Machine Inventions at 10%.	976.97
Total Savings	$24,890.20

8085 WRIGLEY EXHIBIT No. 64—BUCK 31

RECAP OF SAVINGS

TORONTO

	Total Savings 1911 to 1915 inclusive.
1. Savings effected by use of "Price" Wrapping Machine Inventions.	$15,012.23
2. Savings effected by use of Sheeting Machine Inventions.	8,217.12
3. Savings effected in Interest by use of "Price" Wrapping Machine Inventions at 6%.	586.18
4. Savings effected in Depreciation by use of "Price" Wrapping Machine Inventions at 10%.	976.97
Total Savings	$24,792.50

8086 WRIGLEY EXHIBIT No. 64—BUCK 32

RECAP OF SAVINGS

TORONTO

	Total Savings 1911 to 1915 inclusive.
1. Savings effected by use of "Price" Wrapping Machine Inventions.	$15,012.23
2. Savings effected by use of Sheeting Machine Inventions.	8,217.12
3. Savings effected in Interest by use of "Price" Wrapping Machine Inventions at 5%	488.49
4. Savings effected in Depreciation by use of "Price" Wrapping Machine INVENTIONS at 10%	976.97
Total Savings	$24,694.81

8087 WRIGLEY 64—BUCK 33.

Chicago, Illinois, Oct. 15, 1910.

Zeno Mfg. Co.,
Chicago, Ill.
Gentlemen:

On the understanding that you will purchase from me machines under the conditions hereinafter stated, I will undertake to design, build and deliver at your factory, prior to February first, Nineteen Hundred and Eleven, a machine for wrapping gum of the size and style of wrap of Wrigley's Spearmint Gum with the exception that there will be no reverser, said machine to have a capacity of 1300 boxes (100 pieces to the box) or more, per nine hour day.

I will make a special effort to reduce the mechanism of this machine to the greatest possible simplicity and endeavor both in design and material to make the machine as durable and free from wear as possible.

I guarantee to you to make good by repair or replacement all parts of machines delivered on this contract which may prove defective in material or workmanship within one year from date of delivery.

Should you find after a reasonable trial of this machine, that it meets the above conditions to your satisfaction, you will place an order with me for ten machines, delivery of five of same to be thereafter as soon as I can construct same, and the other five to be delivered within six months from date of delivery of the last machine of the first five lot.

If, after delivery and payment of the first ten machines as above, you will place an order with me for five additional machines and will also guarantee to place an additional order for five machines for delivery within six months from date of delivery of the last five machine order, I will assign to you the patents on this machine, it, however, being understood and agreed that you will not cause to be constructed any machines under said patents, except through orders placed with me.

If you are unable to give me two orders for five machines each, after the first ten machines are delivered and accepted, then it is understood that I will not then assign to you the patents on this machine, but should you order a second lot of ten machines from me within two years from delivery of the last machine of the second five lot, then I agree to assign to you the patent or patents on this machine in case the patent

Office required a division, it however, being understood and agreed that you will not cause to be constructed any machines under said patents except through orders placed with me.

8088 It is, however, understood that I shall at all times have the entire and exclusive right to use said patents or any and all principles used in this machine in constructing machines for any other purpose than the chewing gum industry.

I agree to make such improvements as may be mutually agreed to on machines for each order received over the last completed machines, and should I be able to make improvements which are patentable, then I agree to assign to you such patents provided I have already assigned to you the original patents as above stated, you to pay cost of obtaining same, it however being understood that I shall at all times have the entire and exclusive right to use such patents or any and all principles used in this machine in constructing machines for any other purpose than the chewing gum industry.

I agree not to build chewing gum wrapping machines under these patents for anyone else, prior to your having either acquired the title to said patents or having, under the terms of this contract, forfeited your right to acquire said title.

It is understood that Dyrenforth, Lee, Chritton & Wiles shall be the attorneys employed to obtain the patents.

I will pay all expenses and defend any suit or suits brought against you for infringements by this machine furnished by me, pay the damages assessed against you in suit or suits on account of use by you of these machines.

The purchase price of above machines to be $1650.00 (Sixteen Hundred and Fifty Dollars) f. o. b. Zeno Factory, terms net cash in thirty days from delivery.

(Signed) ALBERT M. PRICE.

Accepted Oct. 1910.
ZENO MANUFACTURING CO.
A. G. COX,
General Manager

8089 WRIGLEY 64—BUCK 34.

William Wrigley, Jr. Company,
Monadnock Building, Chicago.

Gentlemen:

The undersigned, Zeno Manufacturing Company, hereby offers to convey to you all its property and assets of every kind, real, personal and mixed, including good will, trade marks, trade names, copy rights, patents, and any right or interest in patents whatsoever, and all other things of value of any kind, name or nature, legal or equitable, tangible or intangible, in whatsoever form, exclusive only of the following:

(1) Cash on hand or in bank at the close of business on December 31, 1910.

(2) Bills receivable and accounts receivable belonging to the undersigned Company as shown by the books of account of the undersigned Company at the close of business on December 31, 1910. Advance payments made under chicle concessions or on account of purchases are not considered accounts receivable or bills receivable within the meaning of this clause.

The undersigned will make said conveyance and transfer to your Company in consideration of the following:

(a) The issuance to the undersigned Company, its nominees or assigns, of seventy-five hundred (7500) shares of fully paid and non-assessable preferred stock of your Company and twenty-five thousand (25,000) shares of fully paid and non-assessable common stock of your Company.

8090 (b) The execution and delivery of the undersigned Company of two (2) certain promissory notes of your Company, one for the sum of Two Hundred and Fifty Thousand Dollars ($250,000.00), payable on demand, with interest at six per cent. (6%) per annum from its date, and one for Four Hundred and Ninety-four Thousand, Seven Hundred and Seventy-six Dollars and ninety-two cents ($494,776.92), payable sixty (60) days from its date, and bearing interest at six per cent. (6%) per annum.

(c) The assumption by your Company, by a proper instrument to be executed for that purpose, of each and all of the debts, liabilities, contracts, obligations and undertakings of every kind and character of the undersigned Company, excepting only the following:

(1) Bills payable and accounts payable, accrued, outstanding and entered on the books of the undersigned Company as liabilities at the close of business on December 31, 1910.

(2) The liability of the undersigned Company to its stockholders on account of their respective stock holdings.

Your acceptance of this proposition in Writing will constitute a contract between us.

Dated January 3, 1911.

ZENO MANUFACTURING COMPANY,
By A. G. COX,
(Corporate Seal) *Gen'l Manager.*

8091 William Wrigley, Jr., Company hereby accepts the foregoing proposition.

Dated January 3rd, 1911.

WILLIAM WRIGLEY JR., COMPANY,
(Wrigley Corporate Seal) By JAMES R. OFFIELD.

8092 WRIGLEY 64—BUCK 35.

This Indenture, made and entered into this 3rd day of January, A. D. 1911, by and between the Zeno Manufacturing Company, a corporation of the State of Illinois, hereinafter, for convenience, termed the Zeno Company, party of the first part, and William Wrigley, Jr., Company, a corporation of the State of West Virginia, hereinafter, for convenience, termed the Wrigley Company, part of the second part, Witnesseth that, for and in consideration of the sum of One Dollar ($1.00) and other good and valuable considerations in hand paid, the receipt of which is hereby acknowledged, the Zeno Company has granted, bargained, sold and delivered, assigned, transferred and set over, and does hereby grant, bargain, sell and deliver, assign, transfer and set over unto the Wrigley Company, all of the following property, to wit:

1. All of the chewing gum, chicle, chewing-gum supplies, merchandise, chewing-gum containers, raw materials, premiums, advertising matter, stationery, vending machines, materials, machinery, fixtures, tools, implements, appliances, products manufactured and in process of manufacture, supplies and tangible personal property of every kind and character now owned and possessed by the Zeno Company.

2. All patents, interests in patents, licenses under patents, trade marks, trade names, trade designations, symbols, devices, formulae, processes, copyrights, labels and good will belonging to the Zeno Company.

3. All contracts possessed by the Zeno Company of every kind and character, and all chicle concessions and other
8093 concessions acquired and owned by the Zeno Company in connection with its business.

4. All other property, assets and things of value of any and every kind, name or nature, real, personal or mixed, legal or equitable, tangible or intangible, wheresoever situated and in whatsoever form, belonging to the Zeno Company, exclusive only of the following (which it is expressly understood and agreed the Zeno Company hereby reserves to itself), namely,—

(a) Cash on hand or in bank at the close of business on December 31, 1910.

(b) Bills receivable and accounts receivable belonging to

the Zeno Company, as shown by the books of account of the Zeno Company at the close of business on December 31, 1910.

The Wrigley Company, as a part of the consideration for this conveyance, hereby assumes and agrees to pay, discharge, carry out and perform each and all of the debts, liabilities, contracts, obligations and undertakings of every kind and character of the Zeno Company, excepting only the following:

(1) Bills payable and accounts payable, accrued, outstanding and entered on the books of the Zeno Company as liabilities at the close of business on December 31, 1910.

(2) The liability of the Zeno Company to its stockholders on account of their respective stock holdings.

8094 And the Zeno Company, for itself, its successors and assigns, hereby covenants and agrees to and with the Wrigley Company, its successors and assigns, that the Zeno Company will, and its successors and assigns shall from time to time hereafter, on the demand of the Wrigley Company, its successors or assigns, execute, acknowledge and deliver all such other and further instruments of conveyance as are or may be necessary or reasonably required for the better assuring and confirming unto the Wrigley Company, its successors and assigns, the property and assets hereby conveyed and assigned by the Zeno Company to the Wrigley Company, or intended so to be.

In Witness Whereof, the parties to this indenture have caused the same to be executed in their respective names by their respective duly authorized officers, and their respective corporate seals to be hereunto affixed on the day and year first above written.

ZENO MANUFACTURING COMPANY,
By H. M. HOOKER
President.

(Zeno Corporate Seal)

Attest:
A. G. Cox
Secretary.

WILLIAM WRIGLEY, JR., COMPANY,
By JAMES R. OFFIELD
President.

(Wrigley Corporate Seal)

Attest:
FRANK L. BELKNAP
Secretary.

8095 State of Illinois, } ss.
County of Cook }

I, Edmund G. Ingersoll, a Notary Public in and for said County, in the State aforesaid, do hereby certify that on this day personally appeared before me H. M. Hooker and A. G. Cox, personally known to me to be the same persons whose names are subscribed to the foregoing instrument, and personally known to me to be the President and Secretary, respectively, of the Zeno Manufacturing Company, and acknowledged that they signed, sealed and delivered said instrument as their free and voluntary act as such President and Secretary, respectively, and as the free and voluntary act of said Zeno Manufacturing Company, for the uses and purposes therein set forth.

Given under my hand and Notarial Seal, this 3rd day of January, A. D. 1911.

EDMUND G. INGERSOLL
Notary Public, Cook County, Illinois.

(Notary Seal)

8096 State of Illinois, } ss.
County of Cook. }

I, Edmund G. Ingersoll, a Notary Public in and for said County, in the State aforesaid, do hereby certify that on this day personally appeared before me James R. Offield and Frank L. Belknap, personally known to me to be the persons whose names are subscribed to the foregoing instrument, and personally known to me to be the President and Secretary, respectively, of the William Wrigley, Jr. Company, and acknowledged that they signed, sealed and delivered said instrument as their free and voluntary act as such President and Secretary, respectively, and as the free and voluntary act of the Said William Wrigley, Jr., Company, for the uses and purposes therein set forth.

Given under my hand and Notarial Seal, this 3rd day of January, A. D. 1911.

EDMUND G. INGERSOLL
Notary Public, Cook County, Illinois.

(Notary Seal)

8097 WRIGLEY 64—BUCK 36

2-392

DEPARTMENT OF THE INTERIOR.

United States Patent Office.

Received and Recorded on the 10th. day of April, 1911, in Liber J. 86, page 372 of Transfers of Patents.

In Testimony Whereof, I have caused the seal of the Patent Office to be hereunto affixed.

E. B. MOORE
Commissioner of Patents

(Patent Office Seal)
Exd
E.H.G.

ASSIGNMENT.

Whereas, Cesare Barbiere, of the City of Chicago, County of Cook and State of Illinois, has made a certain new and useful improvement in Sheet-Making Machines, described and claimed in Letters Patent of the United States No. 968,109, dated August 23rd, 1910; and,

Whereas, Barbiere & Dellenbarger Company, a corporation organized and existing under and by virtue of the laws of the State of Illinois, is now the sole owner of the entire right, title and interest in and to said Letters Patent No. 968,109 of August 23rd, 1910; the assignment of the entire, right, title and interest of the said Cesare Barbiere to the said Barbiere and Dellenbarger Company appearing upon the face of said Letters Patent No. 968,109; and,

Whereas, Wm. Wrigley Jr. Company, a corporation organized and existing under and by virtue of the laws of the State of West Virginia, having its principal office and place of business in the City of Chicago, County of Cook and State of Illinois, is desirous of acquiring the entire right, title and interest in and to said Letters Patent No. 968,109 of August 23d, 1910;

Now, Therefore, To all whom it may concern, be it known that for and in consideration of the sum of One Dollar ($1.00) in hand paid by the assignee, Wm. Wrigley Jr. Company, to the assignor, Barbiere & Dellenbarger Company, and other

good and valuable considerations, the receipt whereof is hereby acknowledged, the said Barbiere & Dellenbarger Com-
8098 pany have sold, assigned and transferred and by there presents do sell, assign and transfer unto said Wm. Wrigley Jr. Company, its successors and assigns, the whole right, title and interest in and to said Letters Patent No. 968,109 of August 23rd, 1910, and in and to any and all Letters Patent which have been, or that may be issued or granted thereon or therefor in the United States of America and all foreign countries, together with all the right, claims or causes of action arising or accruing from any illegal use or infringement of said Letters Patent, including the right to bring suit or actions for the recovery of damages for the infringement or illegal use of said Letters Patent, for the sole use and behoof of the said Wm. Wrigley Jr. Company, its successors and assigns, to the full end of the term for which said Letters Patent are granted, as fully and entirely as the same would have been held and enjoyed by the Barbiere & Dellenbarger Company had this assignment and sale not been made.

In Testimony Whereof said Barbiere & Dellenbarger Company has caused its name to be signed by its President and its corporate seal to be affixed hereto this 18th day of February, 1911.

(Signed) Barbieri & Dellenbarger Co.
By (signed) C. E. Dellenbarger
President.

(Corporate Seal)
In the presence of
(Signed) Sadie M. Ryan
(Signed) F. L. Belknap

State of Illinois }
County of Cook } ss

I, James R. Offield, a Notary Public in and for the
8099 County and State aforesaid, do hereby certify that C. E. Dellenbarger appeared before me in person and acknowledged that he signed, sealed and delivered the said instrument as the President for the said corporation, and for and in behalf of said corporation for the uses and purposes therein set forth.

In Witness Whereof, I have hereunto set my hand and Notarial Seal this 18 day of February 1911.

(Signed) James R. Offield
Notary Public.

(Notarial Seal)

8100 WRIGLEY 64—BUCK 37.

2-392

DEPARTMENT OF THE INTERIOR

United States Patent Office

Received and Recorded on the 20th day of April, 1911, in Liber R, 86, page 351 of Transfers of Patents.

In Testimony Whereof, I have caused the seal of the Patent Office to be hereunto affixed.

E. B. MOORE,
Commissioner of Patents.

(Patent Seal)
Exd
LLW

ASSIGNMENT.

Whereas, Albert M. Price, of the City of Elgin, County of Kane and State of Illinois, has made a certain new and useful Improvement in Sheet-Gathering Machines, described and claimed in Letters Patent of the United States No. 965,598, dated July 26th, 1910, and,

Whereas, Zeno Manufacturing Company, a corporation organized and existing under and by virtue of the laws of the State of Illinois, is now the sole owner of the entire right, title and interest in and to said Letters Patent No. 965,598 of July 26, 1910; the assignment of the entire right, title and interest of the said Albert M. Price to the said Zeno Manufacturing Company appearing upon the face of said Letters Patent No. 965,598, and,

Whereas, Wm. Wrigley, Jr. Company, a corporation organized and existing under and by virtue of the laws of the State of West Virginia, having its principal office and place of business in the City of Chicago, County of Cook and State of Illinois, is desirous of acquiring the entire right, title and interest in and to said Letters Patent No. 965,598 of July 26th, 1910;

Now, Therefore, To All Whom It May Concern, be it known that for and in consideration of the sum of One Dollar ($1.00) in hand paid by the assignee, Wm. Wrigley Jr. Company, to

the assignor, Zeno Manufacturing Company, and other good and valuable considerations, the receipt whereof is hereby acknowledged, the said Zeno Manufacturing Company has sold, assigned and transferred, and by these presents does sell, assign and transfer unto Wm. Wrigley, Jr. Company, its successors and assigns, the whole right, title and interest
8101 in and to said Letters Patent No. 965,598 of July 26th, 1910, and in and to any and all Letters Patent which have been issued or granted thereon or therefor in the United States of America and all foreign countries, together with all the rights, claims or causes of action arising or accruing from any illegal use or infringement of said Letters Patent, including the right to bring suit or actions for the recovery of damages for the infringement or illegal use of the said Letters Patent, for the sole use and behoof of said Wm. Wrigley Jr. Company, its successors and assigns to the full end of the term for which said Letters Patent are granted, as fully and entirely as the same would have been held and enjoyed by the said Zeno Manufacturing Company had this sale and assignment not been made.

In Testimony Whereof the said Zeno Manufacturing Company has caused its name to be signed by its Secretary and its Corporate Seal to be affixed hereto, this 14th day of April, 1911.

ZENO MANUFACTURING COMPANY,
By A. G. Cox,
Secretary.

(Zeno Corporate Seal)

State of Illinois, }
County of Cook. } ss.

I, James C. Cox, a Notary Public in and for the County and State aforesaid, do hereby certify that A. G. Cox, appeared before me in person and acknowledged that he signed, sealed and delivered the said instrument as the Secretary for said corporation, and for and in behalf of the said corporation for the uses and purposes therein set forth.

In Witness Whereof, I have hereunto set my hand and Notarial Seal this 14 day of April, 1911.

JAMES C. COX,
Notary Public.

(Notary Seal)

8102 WRIGLEY 64—BUCK 38.

2-392

DEPARTMENT OF THE INTERIOR.

United States Patent Office.

Received and Recorded on the 10th day of April, 1911 in Liber J, 86, page 374 of Transfers of Patents.

In Testimony Whereof, I have caused the seal of the Patent Office to be hereunto affixed.

E. B. MOORE
(Patent Office Seal) *Commissioner of Patents*

Exd
E. H. G.

ASSIGNMENT.

Whereas, Cesare Barbiere, of the City of Chicago, County of Cook and State of Illinois, has made a certain new and useful improvement in Processes of Making Sheets, described and claimed in Letters Patent of the United States, No. 968,110, dated August 23rd, 1910; and,

Whereas, Barbiere & Dellenbarger Company, a corporation organized and existing under and by virtue of the laws of the State of Illinois, is now the sole owner of the entire right, title and interest in and to said Letters Patent No. 968,110 of August 23rd, 1910; the assignment of the entire, right, title and interest of the said Cesare Barbiere to the said Barbiere & Dellenbarger Company appearing upon the face of said Letters Patent No. 968,110; and,

Whereas, Wm. Wrigley Jr. Company, a corporation organized and existing under and by virtue of the laws of the State of West Virginia, having its principal office and place of business in the City of Chicago, County of Cook and State of Illinois, is desirous of acquiring the entire right, title and interest in and to said Letters Patent No. 968,110 of August 23rd, 1910;

Now, Therefore, To all whom it may concern, be it known that for and in consideration of the sum of One Dollar ($1.00) in hand paid by the assignee, Wm. Wrigley Jr. Company, to the assignor, Barbiere & Dellenbarger Company, and other good and valuable considerations, the receipt whereof
8103 is hereby acknowledged, the said Barbiere & Dellenbarger Company have sold, assigned and transferred

and by these presents do sell, assign and transfer unto said Wm. Wrigley Jr. Company, its successors and assigns, the whole right, title and interest in and to said Letters Patent No. 968,110 of August 23rd, 1910, and in and to any and all Letters Patent which have been, or that may be issued or granted thereon or therefor in the United States of America and all foreign countries, together with all the right, claims or causes of action arising or accruing from any illegal use or infringement of said Letters Patent, including the right to bring suit or actions for the recovery of damages for the infringement or illegal use of said Letters Patent, for the sole use and behoof of the said Wm. Wrigley Jr. Company, its successors and assigns, to the full end of the term for which said Letters Patent are granted, as fully and entirely as the same would have been held and enjoyed by the Barbiere & Dellenbarger Company had this assignment and sale not been made.

In Testimony Whereof said Barbiere & Dellenbarger Company has caused its name to be signed by its President and its corporate seal to be affixed hereto this 18 day of February, 1911.

(signed) BARBIERI & DELLENBARGER CO.
By (Signed) C. E. DELLENBARGER
President

(Corporate Seal)
In the presence of
(signed) SADIE M. RYAN
(signed) F. L. BELKNAP

State of Illinois } ss
County of Cook }

8104 I, James R. Offield, a Notary Public in and for the County and State aforesaid, do hereby certify that C. E. Dellenbarger appeared before me in person and acknowledged that he signed, sealed and delivered the said instrument as the President for the said corporation, and for and in behalf of said corporation for the uses and purposes therein set forth.

In Witness Whereof, I have hereunto set my hand and Notarial seal this 18th day of February 1911.

(signed) JAMES R. OFFIELD
Notary Public

(Notarial Seal)

8105 WRIGLEY 64—BUCK 39

2-392

DEPARTMENT OF THE INTERIOR,
United States Patent Office.

Received and Recorded on the 14th day of February, 1919, in Liber W-106, page 174 of Transfers of Patents.

In Testimony Whereof, I have caused the seal of the Patent Office to be hereunto affixed.

JAMES T. NEWTON
Comm. of Patents.

(Patent Seal)
Exd.
E.H.G.

ASSIGNMENT

For and in Consideration of the sum of One ($1.) Dollar to me in hand paid, and other good and valuable considerations, the receipt of which is hereby acknowledged, I, Albert M. Price, of Elgin, Illinois, do hereby sell, assign and transfer unto Wm. Wrigley Jr. Company, a corporation organized under and existing by virtue of the laws of the State of West Virginia, and having its principal office and place of business in the City of Chicago, Illinois, my entire right, title and interest in and to Letters Patent of the United States No. 1,185,822, dated June 6th, 1916, for Improvements in Wrapping Machines; to have and to hold the said Letters Patent to the full end of the term for which they are granted, as fully and entirely as the same would have been held and enjoyed by me had this assignment and sale not been made; and I do hereby further sell, assign and transfer unto said Wm. Wrigley Jr. Company all rights of action whatsoever I may have had to sue for the infringement of said Letters Patent and recover any damages or profits that may have been due or accrued to me while vested with the title to said aforementioned Letters Patent.

In Witness Whereof, I have hereunto set my hand and Seal this 10th day of February, A. D., 1919.

(Signed) ALBERT M. PRICE (Seal)

State of Illinois }
County of Cook } ss.

I, Geo. J. Neumann, a Notary Public in and for the County and State aforesaid, do hereby certify that Albert M. Price, personally known to me, appeared before me this day in person and acknowledged that he signed, sealed and delivered this instrument as his free and voluntary act.

Given under my hand and Notarial Seal this 10th day of February, A. D., 1919

(Signed) Geo. J. Neumann,
Notary Public

(Notarial Seal)

8106 WRIGLEY 64—BUCK 40

2-392

DEPARTMENT OF THE INTERIOR

United States Patent Office

Received and Recorded on the 14th day of February, 1919, in Liber W-106, Page 173 of Transfers of Patents.

In Testimony Whereof, I have caused the seal of the Patent Office to be hereunto affixed.

JAMES T. NEWTON
Comm. of Patents.

(Patent Seal)
Exd
E.H.G.

ASSIGNMENT

For and in Consideration of the sum of One ($1.) Dollar to me in hand paid, and other good and valuable considerations, the receipt of which is hereby acknowledged, I, Albert M. Price, of Elgin, Illinois, do hereby sell, assign and transfer unto Wm. Wrigley Jr. Company, a corporation organized under and existing by virtue of the laws of the State of West Virginia, and having its principal office and place of business at Chicago, Cook County, Illinois, my entire right, title and interest in and to Letters Patent of the United States No. 1,109,461, dated September 1, 1914, for improvements in Gum Wrapping Machine; to have and to hold the said Letters Patent to the full end of the term for which they are granted, as fully and entirely as the same would have been held and enjoyed by me had this assignment and sale not been made; and I do hereby further sell, assign and transfer unto said Wm. Wrigley Jr. Company all rights of action whatsoever I may have had to sue for the infringement of said Letters Patent and recover any damages or profits that may have been due or accrued to me while vested with the title to said aforementioned Letters Patent.

In Witness Whereof, I have hereunto set my hand and seal this 10th day of February, A. D. 1919.

(Signed) ALBERT M. PRICE (Seal)

State of Illinois }
County of Cook } ss.

I, Geo. J. Neumann, a Notary Public in and for the County and State aforesaid, do hereby certify what Albert M. Price, personally known to me, appeared before me this day in person and acknowledged that he signed, sealed and delivered this instrument as his free and voluntary act.

Given under my hand and Notarial Seal this 10th day of February, A. D., 1919.

(Signed) GEO. J. NEUMANN
Notary Public.

(Notarial Seal)

8107 WRIGLEY 64—BUCK 41

Copy

Law Office
Charles H. Aldrich
209 S. La Salle St.,
Chicago.

Chicago, March 9, 1922.

Messrs. Isaac H. Hayer &
Wallace R. Lane,
Chicago, Ill.
Dear Sirs:

In behalf of the L. P. Larson Jr. Company I desire to be advised what patents enter into the patent account standing on the books of the Wm. Wrigley Jr. Company and the amortization of which proportionately during the accounting period is the subject of controversy between us.

In this connection I desire the number and date of each patent and to whom issued, the date of the purchase by the Wm. Wrigley Jr. Company, and an inspection of the contracts of purchase and the amount paid in each instance, and the date of payment,—in other words, I desire to have all of the data which would show the origin of the so-called patent account and its growth and the items entering therein constituting the total amount for which they are carried on your books.

And in connection therewith I wish you to advise me when you will permit Touche Niven & Co. to examine this account and the contracts to which I have referred upon which it is based. I wish to have this done before we convene on the 27th inst., as thereby time will be saved.

Kindly do me the favor of replying to this communication at the earliest date possible, and oblige,

Yours very truly,
(Signed) CHARLES H. ALDRICH.

CHA/L

8108 WRIGLEY EXHIBIT No. 64—BUCK 42

COPY

Chicago, Illinois.
March 24, 1922.

Mr. Charles H. Aldrich,
209 South La Salle St.,
CITY.

Dear Sir:

Answering your letter of the 9th inst., the Wm Wrigley Jr. Company informs us that on January 3, 1911, it acquired the rights to the following patents inquired about:

(a)	Buck	771,349	Issued—Oct. 4, 1904
(b)	Mills	918,886	" —Apr. 20, 1909
(c)	Buck	969,458	" —Sept. 6, 1910
(d)	Barbieri	968,109	" —Aug. 23, 1910
(e)	Mills	944,983	" —Dec. 28, 1909
(f)	Price	965,598	" —July 26, 1910
(g)	Barbieri	968,110	" —Aug. 23, 1910
(h)	Price	992,590	" —May 16, 1911
(i)	Price	1,185,822	" —June 6, 1916
(j)	Price	1,109,461	" —Sept. 1, 1914
(k)	Price	(pending application)	

The Wm. Wrigley Jr. Company issued its capital stock for certain property, including the rights to the patents above described, and also paid additional compensation therefor as shown by records of the Wm. Wrigley Jr. Company, which will be made available to Touche Niven & Company in compliance with your request.

Yours truly.

WRIGLEY EXHIBIT No. 64—BUCK 43

CHICAGO

Savings effected by use of Price Type wrapping Machines KL and KLM from August 24, 1914 to Nov. 12th, 1918, in Wrapping SS Gum.

KL—Price type loose wrapped (Self-Sealing
KLM " " Single Stick (With or Witho

Source of Information	General #1	Machine Days Multiplied by number of Girls Required Per Machine	Col. 1 divided by Col. 2	Two Times Col. 3	General #9	Col. 4 divided by Col. 5	See 10-D	Col. 4 divided by Col. 7	See 10-C	Col. 4 divided by Col. 9	Sum of Columns 6, 8 & 10	General #7	Col. 4 divided by Col. 12	Col. 11 Minus Col. 13	General #7	Col. 14 Multiplied by Col. 15	General #11 Supplemental	Col. 17 divided by Col. 15 Multiplied by
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18
Fiscal Year	Total Wrapping Payroll	Total Girl Days	Cost Per Girl Day	Cost Per Machine Day	Red. Avg. Production Per Day *Max. Obtained in Last Quarter of 1912 (1060)*	Cost Per Box on Red.	Condon Sealer Production Per Day *Max. Obtained in 2nd Quarter of 1913 (2675)*	Cost Per Box of Condon Sealer	Bander Production Per Day *Max. Obtained in Last Quarter of 1912 (1399)*	Cost Per Box of Bander	Total Cost Per Box of Red. Cond. Bander Comb.	KL & KLM S. S. Production Per Day	Cost Per Box of KL & KLM S. S.	Saving per Box KL & KLM S. S. over Red., Cond., Bander	Boxes Produced on KL & KLM S. S.	Total Savings on KL & KLM S. S.	Amount of Doublemint Wrapped in Self-Sealed Pkg. as Accounted For	% of Doublem to Total
Aug. 24 to end of 1914	$16,700.62	6180½	$2.70213	$5.40426	1060	*881*	.005098	2675 *2375*	.00202	1399 *1267*	.003863	.010981	1594	.00339	.007591	4,081,666.5	30,983.93	1,015,878	24.889
1915	$47,816.75	18729½	$2.55302	$5.10604	1060	*636*	.004817	2675	.001909	1399 *1152*	.003650	.010376	1666	.003065	.007311	12,496,631	91 362.87	3,077,493	24 621
1916	$74,018.15	27526	$2.68903	$5.37806	1060	*825*	.005074	2675	.002010	1399 *1022*	.003844	.010928	1568	.003430	.007498	14,896,887	111,696.84	3,750,026	25 173
1917	$94,882.43	31526	$3.00966	$6.01932	1060	*724*	.005678	2675	.002250	1399 *980*	.004303	.012231	1512	.003981	.008250	15,651,635	129,126.11	3,828,191	24 456
1918 to Nov. 12	$103,548.77	25859½	$4.00428	$8.00856	1060	*675*	.007555	2675	.002994	1399 *1029*	.005724	.016273	1700	.0047109	.0115621	12,864,537	148,741.06	3,178,450	24 707
Total																	$511,910.81		

WRIGLEY EXHIBIT No. 64—BUCK 43

CHICAGO

Savings effected by use of Price Type wrapping Machines KL and KLM from August 24, 1914 to Nov. 12th, 1918, in Wrapping SS Gum.

KL—Price type loose wrapped (Self-Sealing Package
KLM " " Single Stick (With or Without Self-Seal).

	General #1	Machine Days Multiplied by number of Girls Required Per Machine	Col. 1 divided by Col. 2	Two Times Col. 3	General #9	Col. 4 divided by Col. 5	See 10-D	Col. 4 divided by Col. 7	See 10-C	Col. 4 divided by Col. 9	Sum of Columns 6, 8 & 10	General #7	Col. 4 divided by Col. 12	Col. 11 Minus Col. 13	General #7	Col. 14 Multiplied by Col. 15	General #11 Supplemental	Col. 17 divided by Col. 15 Multiplied by 100	Col. 16 Multipied by Col. 18
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	
	Total Wrapping Payroll	Total Girl Days	Cost Per Girl Day	Cost Per Machine Day	Red. Avg. Production Per Day *Max. Obtained in Last Quarter of 1912 (1060)*	Cost Per Box on Red.	Condon Sealer Production Per Day *Max. Obtained in 2nd Quarter of 1913 (2675)*	Cost Per Box of Condon Sealer	Bander Production Per Day *Max. Obtained in Last Quarter of 1912 (1399)*	Cost Per Box of Bander	Total Cost Per Box of Red. Cond. Bander Comb.	KL & KLM S. S. Production Per Day	Cost Per Box of KL & KLM S. S.	Saving per Box KL & KLM S. S. over Red., Cond., Bander	Boxes Produced on KL & KLM S. S.	Total Savings on KL & KLM S. S.	Amount of Doublemint Wrapped in Self-Sealed Pkg. as Accounted For	% of Doublemint to Total	Savings Accruing to Doublemint on Account of Wrapping with Self-Sealing Wax Paper on KL & KLM Machine
to 1914	$16,700.62	6180½	$2.70213	$5.40426	1060 *881*	.005098	2675 *2375*	.00202	1399 *1267*	.003863	.010981	1594	.00339	.007591	4,081,666.5	30,983.93	1,015,878	24.889	$ 7,710.57
	$47,816.75	18729½	$2.55302	$5.10604	1060 *636*	.004817	2675	.001909	1399 *1152*	.003650	.010376	1666	.003065	.007311	12,496,631	91 362.87	3,077,493	24.621	$ 22,494.45
	$74,018.15	27526	$2.68903	$5.37806	1060 *825*	.005074	2675	.002010	1399 *1022*	.003844	.010928	1568	.003430	.007498	14,896,887	111,696.84	3,750,026	25.173	$ 28,117.45
	$94,882.43	31526	$3.00966	$6.01932	1060 *724*	.005678	2675	.002250	1399 *980*	.004303	.012231	1512	.003981	.008250	15,651,635	129,126.11	3,828,191	24.459	$ 31,582.96
12	$103,548.77	25859½	$4.00428	$8.00856	1060 *675*	.007555	2675	.002994	1399 *1029*	.005724	.016273	1700	.0047109	.0115621	12,864,537	148,741.06	3,178,450	24.707	$ 36,746.28
																$511,910.81			$126,651.71

WRIGLEY EXHIBIT No. 64—BUCK 44

CHICAGO SHEETING MACHINE SAVINGS

Source of Information	Chgo's Record of Sheet. Mach. Savings (see S. M. 1-4-5-6-7-8	Divide Avg. Salary (Col. #1 of ea. Yr. by Avg. Salary of 1911 and X 100	Divide Total Payroll S. M. #14 by Col. #6.	1911 Cost Per M X Col. #2	Col. #4 minus Col #3	From Batch Records	Col. #5 X Col. #6
	1	2	3	4	5	6	7
Fiscal Year	Avge. Wkly Salary Per Person In Mfg. Dept.	% of Avge. Wkly. Salary to 1911 Avg. Weekly Salary	Cost Per M # with Sheet. Machine	Cost Per M # Without Sheet Mach.	Saving Per M #	Lbs. Mfd.	Total Saving
1911	$13.07	100%		$3.92*			
Aug. 24 to end 1914	14.48	110.79	$1.99	4.34	$2.35	3,357,725	$ 7,890.65
1915	14.35	109.79	1.92	4.30	2.38	10,573,000	25,163.74
1916	13.58	103.90	2.17	4.07	1.90	14,504,000	27,557.60
1917	17.27	132.13	2.33	5.18	2.85	17,809,000	50,755.65
1918 to Nov. 12 1918	21.92	167.71	2.78	6.57	3.79	16,671,550	63,185.17
		Total Savings					$174,552.81

*See S. M. 15

8110a WRIGLEY EXHIBIT No. 64—BUCK 44-A

CHICAGO

SHEETING MACHINE SAVINGS DURING ACCOUNTING PERIOD AS ACCRUING TO DOUBLEMINT.

See S. M. 16	Col. 8 X Col. 7	
8 % of Dmt. Sheeted to Total of All Kinds of Gum	9 Savings Accruing to Dmt. on Account of Using Sheeting Machine	Fiscal Year
17.795%	$ 1,404.14	Aug. 24 to end of 1914
21.68789%	5,457.48	1915
18.93%	5,216.65	1916
15.99218%	8,116.93	1917
13.8105%	8,726.19	1918 to Nov. 12, 1918
	$28,921.39	

WRIGLEY EXHIBIT No. 64-BUCK 45

CHICAGO FACTORY

8111

Savings in Depreciation and Interest by operating "Price" Machines instead of wrapping gum by "Redington," "Condon" and "Bander" Method.

Source of Information	Chicago's Record of Savings made by using "Price" Machines. "Redington" Avg. Gen. #9 "Condon" " " 10 D "Bander" " " 10 C "Price" " " Gen #7	Ratio "Redington", "Condon" "Bander" average to "Price" Average "Col. #1)	Machinery & Equipment Record	Column 2 multiplied by Column 3.	Sum of Cost of "Redington" "Condon" "Bander" minus Cost of "Price" Machine. (Column #4.)	Wrapping Machine Books	Column 5 divided by column 6.	General #7 of Chicago's Record of Savings made by using "Price" Machine.	Column #7 multiplied by Column #8.	10% of Column 9.	7% of Column 9.	Addition of Columns 10 and 11.
	1.	2.	3.	4.	5.	6.	7.	8.	9.	10.	11.	12.

Fiscal Year	Machine	Prod. Avg.	% to Equal "Price" Pro.	Cost per Mach.	Invest. Required to equal "Price" Prod.	Savings "Price" over "Comb."	Working Days Per Annum	Savings per Day	Labor Days	Savings in Invest.	Depreciation 10%	Interest 7%	Total Savings
From Aug. 24, 1914	Redington	1060	1.504	$1650.00	$2481.60								
	Condon	2675	.596	2175.00	1296.30								
	Bander	1399	1.139	500.00	569.50								
	Price	1594		2500.00	2500.00	$1847.40	251½	$7.35283582	2561¼	$18832.45	$1883.25	$1318.27	$3201.52
1915	Redington	1060	1.572	$1650.00	$2593.86								
	Condon	2675	.623	2175.00	1355.03								
	Bander	1399	1.191	500.00	595.50								
	Price	1666		2500.00	2500.00	$2044.33	256½	7.97009744	7503	59799.64	5979.96	4185.97	10165.93
1916	Redington	1060	1.479	$1650.00	$2440.35								
	Condon	2675	.586	2175.00	1273.55								
	Bander	1399	1.121	500.00	560.50								
	Price	1568		2500.00	2500.00	$1774.40	287½	6.17182609	9501	58638.52	5863.85	4104.70	9968.55
1917	Redington	1060	1.426	$1650.00	$2352.90								
	Condon	2675	.565	2175.00	1228.88								
	Bander	1399	1.081	500.00	540.50								
	Price	1512		2500.00	2500.00	$1622.28	271½	5.97524858	10352½	61858.76	6185.88	4330.11	10515.99
1918 to Nov. 12th incl.	Redington	1060	1.603	1650.00	2644.95								
	Condon	2675	.636	2175.00	1383.30								
	Bander	1399	1.215	500.00	607.50								
	Price	1700		2500.00	2500.00	$2135.75	246	8.68191057	7502½	65136.03	6513.60	4559.52	11073.12
										264265.40	26426.54	18498.57	44925.11
Total Savings													$44924.11

WRIGLEY EXHIBIT No. 64—BUCK 45-A

CHICAGO FACTORY

SUPPLEMENTARY

Savings in Depreciation and Interest by Operating "Price" Machines instead of Wrapping Gum by "Redington," "Condon" and "Bander" Method as accruing to Doublemint.

Source of Information	Same as Column 10 Chgo's Factory record of Savings on Depreciation and Interest	Same as Column 11 Chgo. Factory record of Savings on Depreciation and Interest	Same as Column 12 Chgo. Factory record of Savings on Depreciation and Interest	Column #18 of Chgo's Record of wrapping Machine Savings.	Column 4 multiplied by Column 1.	Column 4 multiplied by Column 2.	Additions of Columns 5 and 6
	1.	2.	3.	4.	5.	6.	7.
Fiscal Year	Depreciation 10%	Interest 7%	Total Savings	% Doublemint Wrapped to Total	Doublemint Proportion of savings on Depreciation.	Doublemint Proportion of savings on Interest at 7%.	Total of Doublemint Savings
From Aug. 24 1914	$ 1,883.25	$ 1,318.27	$3,201.52	24.889	$ 468.72	$ 328.10	$ 796.82
1915	$ 5,979.96	$ 4,185.97	$10165.93	24.621	$1472.33	$1030.63	$ 2502.96
1916	$ 5,863.85	$ 4,104.70	$ 9968.55	25.174	$1476.11	$1033.28	$ 2509.39
1917	$ 6,185.88	$ 4,330.11	$10515.99	24.459	$1513.00	$1059.10	$ 2572.10
1918	$ 6,513.60	$ 4,559.52	$11073.12	24.707	$1609.32	$1126.52	$ 2735.84
	$26,426.54	$18,498.57	$44925.11		$6539.48	$4577.63	$11117.11
Total Savings			$44925.11				$11117.11

8113 WRIGLEY EXHIBIT No. 64—BUCK 46

Chicago Recap. of Savings Accruing to Doublemint by Being Manufactured with Patented Machinery During Accounting Period with Interest at 7%
Recap of Savings Chicago

	Aug. 24, 1914 to Nov. 12, 1918	Doublemint Proportion
	Savings on All Kinds Gum	Aug. 24, 1914 to Nov. 12, 1918
1. Savings effected by use of Price Wrapping Machine Inventions	$ 511,910.81	$ 126,651.71
2. Savings effected by use of Sheeting Machine Inventions	$ 174,552.81	$ 28,921.39
3. Savings effected in Interest by use of Price Wrapping Machine Inventions at 7%	$ 18,498.57	$ 4,577.63
4. Savings effected in Depreciation by use of Price Wrapping Machine Inventions at 10%	$ 26,426.54	$ 6,539.48
Total	$ 731,388.73	$ 166,690.21

8114 WRIGLEY EXHIBIT No. 64—BUCK 46-A

Chicago Recap. of Saving Accruing to Doublemint by being Manufactured with Patented Machinery During Accounting Period with Interest at 6%
Recap of Savings Chicago

	Savings on all Kinds of Gum	Aug. 24, 1914 to Nov. 12, 1918
	Aug. 24, 1914 to Nov. 12, 1918	Doublemint Proportion
1. Savings effected by use of Price Wrapping Machine Inventions	$ 511,910.81	$ 126,651.71
2. Savings effected by use of Sheeting Machine Inventions	$ 174,552.81	$ 28,921.39
3. Savings effected in Interest by use of Price Wrapping Machine Inventions at 6%	$ 15,855.93	$ 3,923.68
4. Savings effected in Depreciation by use of Price Wrapping Machine Inventions at 10%	$ 26,426.54	$ 6,539.48
Total	$ 728,746.09	$ 166,036.26

8115 WRIGLEY EXHIBIT No. 64—BUCK 46-B

Chicago Recap. of Savings Accruing to Doublemint by being Manufactured with Patented Machinery During Accounting Period with Interest at 5%
Recap of Savings Chicago

	Savings on all Kinds of Gum	Doublemint Proportion
	Aug. 24, 1914 to Nov. 12, 1918	Aug. 24, 1914 to Nov. 12, 1918
1. Savings effected by use of Price Wrapping Machine Inventions	$ 511,910.81	$ 126,651.71
2. Savings effected by use of Sheeting Machine Inventions	$ 174,552.81	$ 28,921.39
3. Savings effected in Interest by use of Price Wrapping Machine Inventions at 5%	$ 13,213.27	$ 3,269.73
4. Savings effected in Depreciation by use of Price Wrapping Machine Inventions at 10%	$ 26,426.54	$ 6,539.48
Total	$ 726,103.43	$ 165,382.31

8116 WRIGLEY EXHIBIT No. 64—BUCK 47—

BROOKLYN

Savings effected by use of Price type Wrapping Machines KL & KLM from August 24, 1914 to November 12, 1918, as Accruing to Doublemint.

Source of information	General #1 & #2	Per Chicago	Column 1 multiplied by Column 2		Col. 4 divided by Col. 1 x 100 to give % of Col. 4 to Col. 1	Col. 3 multiplied by Col. 5
Fiscal Year	1 Boxes Produced on KL & KLM SS	2 Saving per Box KL & KLM SS over Red., Cond. Bander	3 Total Saving on KL & KLM SS over Red., Cond., Bander	4 Amount of Doublemint Wrapped in Self-Sealed Pkg. as accounted for	5 % Doublemint to Total	6 Savings Accruing to Doublemint on account of wrapping with self-sealed Wax Paper on KL & KLM Machine
Aug. 24th to end of 1914	1,105,503	$.007591	$ 8,391.87	214,756	19.426	$ 1,630.21
1915	3,695,246	$.007311	$ 27,015.94	593,015	16.048	$ 4,335.52
1916	5,011,432	$.007498	$ 37,575.72	503,934	10.056	$ 3,778.61
1917	4,948,724	$.008250	$ 40,826.97	713,076	14.409	$ 5,882.76
Jan 1st to Nov. 12, 1918	3,633,921	$.0115621	$ 42,015.76	779,248	21.444	$ 9,009.86
	Total		$155,826.26			$24,626.96

8117 WRIGLEY EXHIBIT No. 64—BUCK 48

Brooklyn Sheeting Machine Savings During Accounting Period as Accruing to Doublemint

Brooklyn Sheeting Machine Savings

Source of information	Brooklyn Batch Record (Brook. S. M. 5)	See Col. #5 Chgo. Sheet Mach. Savings Record.	Ccl. #1 times Col. #2	See S. M. 6	Col. #4 times Col. #3	
	1	2	3	4	5	6
Fiscal Years	Pounds Manufactured	Savings per M lbs. per Chicago Figures.	Total Saving	% of Dmt. Sheeted to Total of all kinds of gum	Savings Accruing to Dmt. on acct. of using Sheet. Machines	Fiscal Years
Aug. 24th to end of 1914	741,300	$2.35	$ 1,742.06	20.61601	$ 359.14	Aug. 24th to end of 1914
1915	2,772,000	$2.38	$ 6,597.36	16.00952	$1056.21	1915
1916	3,848,600	$1.90	$ 7,312.34	9.709218	$ 709.97	1916
1917	4,334,400	$2.85	$12,353.04	12.074076	$1491.52	1917
1918 to Nov. 12th	3,668,000	$3.79	$13,901.72	16.435528	$2284.82	1918 to Nov. 12th
Total			$41,906.52		$5901.66	

WRIGLEY EXHIBIT No. 64—BUCK 49

BROOKLYN FACTORY

SAVINGS IN DEPRECIATION & INTEREST BY OPERATING "PRICE" MACHINES INSTEAD OF WRAPPING GUM BY "REDINGTON", "CONDON", "BANDER" METHOD AS ACCRUING TO DOUBLEMINT DURING ACCOUNTING PERIOD—INTEREST AT 7%

Source of Information	Col. #7 of Chgo.'s Record of Savings in Depreciation & Int.	Gen. #1 of Brook.'s Record of Sav. made by using "Price" Mch.	Col. #1 Multilplied by Col. #2	10% of Col. #3	7% of Col. #3	Addition of Col. #4 & #5	Col. #5 of Brook. Record of Wrapping Machine Savings	Col. #7 Multiplied by Col. #4	Col. #7 Multiplied by Col. #5	Addition of Col. #8 & #9
	1	2	3	4	5	6	7	8	9	10
Fiscal Year	Savings Per Day	Labor Days	Savings on Investment	Depreciation 10%	Interest 7%	Total Savings	% Doublemint Wrapped to Total	Doublemint Proportion of Savings on Depreciation	Doublemint Proportion of Savings on Interest	Total of Doublemint Savings
From Aug. 24 1914	$7.35283582	690½	$ 5,077.13	$ 507.71	$ 355.40	$ 863.11	19.426	$ 98.63	$ 69.04	$ 167.67
1915	$7.97009744	2342½	$18,669.95	$ 1,867.00	$1,306.90	$3,173.90	16.048	$299.62	$209.73	$ 509.35
1916	$6.17182609	3038¾	$18,754.64	$1,875.46	$1,312.82	$3,188.28	10.056	$188.60	$132.02	$ 320.62
1917	$5.97524858	3325¾	$19,872.18	$1,987.22	$1,391.05	$3,378.27	14.409	$286.34	$200.44	$ 486.78
1918 to Nov. 12, incl.	$8.68191057	2248¾	$19,523.45	$1,952.35	$1,366.64	$ 3,318.99	21.444	$ 418.66	$293.06	$ 711.72
			$81,897.35	$8,189.74	$5,732.81	$13,922.55		$1291.85	$904.29	$2,196.14
Total Savings						$13,922.55				$2,196.14

8119 WRIGLEY EXHIBIT No. 64—BUCK 50

Brooklyn Recap. of Savings Accruing to Doublemint by being Manufactured with Patented Machinery During Accounting Period with Interest at 7%
Recap of Savings Brooklyn

	Aug. 24, 1914 to Nov. 12, 1918 Savings on all Kinds of Gum	Doublemint Proportion Aug. 24, 1914 to Nov. 12, 1918
1. Savings effected by use of Price Wrapping Machine Inventions	$ 155,826.26	$ 24,626.96
2. Savings effected by use of Sheeting Machine Inventions	$ 41,906.52	$ 5,901.66
3. Savings effected in Interest by use of Price Wrapping Machine Inventions at 7%	$ 5,732.81	$ 904.29
4. Savings effected in Depreciation by use of Price Wrapping Machine Inventions at 10%	$ 8,189.74	$ 1,291.85
Total	$ 211,655.33	$ 32,724.76

8120 WRIGLEY EXHIBIT No. 64—BUCK 50-A

Brooklyn Recap. of Savings Accruing to Doublemint by being Manufactured with Patented Machinery During Accounting Period with Interest at 6%
Recap of Savings Brooklyn

	Aug. 24, 1914 to Nov. 12, 1918 Savings on all Kinds of Gum	Aug. 24, 1914 to Nov. 12, 1918 Doublemint Proportion
1. Savings effected by use of Price Wrapping Machine Inventions	$ 155,826.26	$ 24,626.96
2. Savings effected by use of Sheeting Machine Inventions	$ 41,906.52	$ 5,901.66
3. Savings effected in Interest by use of Price Wrapping Machine Inventions at 6%	$ 4,913.85	$ 775.11
4. Savings effected in Depreciation by use of Price Wrapping Machine Inventions at 10%	$ 8,189.74	$ 1,291.85
Total	$ 210,836.37	$ 32,595.58

8121 WRIGLEY EXHIBIT No. 64—BUCK 50-B

Brooklyn Recap. of Savings Accruing to Doublemint by being Manufactured with Patented Machinery During Accounting Period with Interest at 5%
Recap of Savings Brooklyn

	Aug. 24, 1914 to Nov. 12, 1918 Savings on all Kinds of Gum	Doublemint Proportion Aug. 24, 1914 to Nov. 12, 1918
1. Savings effected by use of Price Wrapping Machine Inventions	$ 155,826.26	$ 24,626.96
2. Savings effected by use of Sheeting Machine Inventions	$ 41,906.52	$ 5,901.66
3. Savings effected in Interest by use of Price Wraping Machine Inventions at 5%	$ 4,094.87	$ 645.92
4. Savings effected in Depreciation by use of Price Wrapping Machine Inventions at 10%	$ 8,189.74	$ 1,291.85
Total	$ 210,017.39	$ 32,466.39

8122 WRIGLEY EXHIBIT No. 64—BUCK 51

TORONTO

Savings effected by use of Price Type Wrapping Machines KL & KLM from Aug. 24, 1914 to 1915 in wrapping SS gum as accruing to Doublemint.

Source of	General #3	Chicago Figures	Column 1 multiplied by column 2		Col. #4 divided by Col. #1 times 100 to give percentage of Col. #4 to column #1.	Column #3 multiplied by Column #5.
	1	2	3	4	5	6
Fiscal Year	Boxes Prod. on KL & KLM SS	Saving per box on KL & KLM SS over Red., Cond., Bander per Chgo. Figures.	Total Saving KLM over Red., Cond., Bander.	Amt. of Dmt. wrapped in Self-seal. Pkg. as acct. for.	% Doublemint to total.	Savings accrued to Dmt. on acct. of wrapping with S. S. Wax Paper on KL & KLM Machine.
Aug. 24 to end of 1914	348,927	$ 007591	$ 2,648.70	73,079	20 944	$ 554.74
1915	1,134,789.65	$ 00731	$ 8,296.45	186,476	16 433	$1,363.36
Total			$10,945.15			$1,918.10

8123 WRIGLEY EXHIBIT No. 64—BUCK 52

TORONTO SHEETING MACHINE SAVINGS DURING ACCOUNTING PERIOD AS ACCRUING TO DOUBLEMINT TORONTO SHEETING MACHINE SAVINGS

Source of Information	Toronto S. M. #1	See Col. #5 Chgo. Sheet. Mach. Savings.	Column #1 Multiplied by Column #2	See S. M. #2	Column #4 times Column #3
	1	2	3	4	5
Fiscal Years	Lbs. Mfd.	Saving Per M # Per Chgo. Figures	Total Savings	% Doublemint Sheeted to total all kinds of gum.	Savings accruing on account of using Sheet. Mach.
Aug. 24 to end 1914	253,400	$2 35	$ 595.49	32 3627	$192 72
1915	847,700	$2 38	$2,017.53	16 38857	$330 64
Total Savings			$2,613.02		$523 36

WRIGLEY EXHIBIT No. 64—BUCK 53

TORONTO FACTORY

SAVINGS IN DEPRECIATION AND INTEREST BY OPERATING PRICE MACHINES INSTEAD OF WRAPPING GUM BY "REDINGTON", "CONDON", "BANDER" METHOD FROM AUG. 24th, 1914 INCLUSIVE OF 1915 AS ACCRUING TO DOUBLEMINT—INTEREST AT 7%.

Source of Information	Column 7 of Chicago's Record of Savings in Depreciation and Interest	T-2 of Toronto's Record of Savings made by using "Price" Machines	Column #1 Multiplied By Column #2	10% of Column 3	7% of Column #3	Addition of of Columns #4 & #5	Column #5 of Toronto's record of Wrapping Machine Savings	Column #7 multiplied by column #4	Column #7 Multiplied by Column #5	Addition of Column #8 & #9
	1	2	3	4	5	6	7	8	9	10
Fiscal Year	Savings per day	Labor days	Savings on Investment	Depreciation 10%	Int. 7%	Total Savings	% Dmt. Wrapped to Total	Dmt. Proportion of Savings on Depreciation	Dmt. Proportion of Savings on Interest.	Total of Doublemint Savings
From Aug. 24th, 1914	7.35283582	231½	$1,702.18	$170.22	$119.15	$ 289.37	20.944	$35.65	$24.95	$ 60.60
1915	7.97009744	725	$5,778.32	$577.83	$404.48	$ 982.31	16.433	$ 94.95	$66.47	$161.42
			$7,480.50	$748.05	$523.63	$1271.68		$130.60	$91.42	$222.02
Total Savings						$1271.68				$222.02

Wrigley Exhibit No. 64—Buck 53.

8125 WRIGLEY EXHIBIT No. 64—BUCK 54

Toronto Recap. of Savings Accruing to Doublemint by being Manufactured with Patented Machinery During Accounting Period with Interest at 7%
Recap of Savings Toronto

	Savings on all kinds of gum. Aug. 24, 1914 to 1915	Aug. 24, 1914 to 1915 Doublemint Proportion
1. Savings effected by use of Price Wrapping Machine Inventions	$ 10,945.15	$ 1,918.10
2. Savings effected by use of Sheeting Machine Inventions	$ 2,613.02	$ 523.36
3. Savings effected in Interest by use of Price Wrapping Machine Inventions at 7%	$ 523.63	$ 91.42
4. Savings effected in Depreciation by use of Price Wrapping Machine Investions at 10%	$ 748.05	$ 130.60
Total	$ 14,829.85	$ 2,663.48

8126 WRIGLEY EXHIBIT No. 64—BUCK 54-A

Toronto Recap. of Savings Accruing to Doublemint by being Manufactured with Patented Machinery During Accounting Period with Interest at 6%
Recap. of Savings—Toronto

	Aug. 24th, 1914 to 1915 Savings on all Kinds of Gum	Aug. 24th, 1914 to 1915 Doublemint Proportion
1. Savings effected by use of Price Wrapping Machine Inventions	$ 10,945.15	$ 1,918.10
2. Savings effected by use of Sheeting Machine Inventions	2,613.02	$ 523.36
3. Savings effected in Interest by use of Price Wraping Machine Inventions at 6%	$ 448.83	$ 78.36
4. Savings effected in Depreciation by use of Price Wrapping Machine Inventions at 10%	$ 748.05	$ 130.60
Total	$ 14,755.05	$ 2,650.42

8127 WRIGLEY EXHIBIT No. 64—BUCK 54-B

Toronto Recap. of Savings Accruing to Doublemint by being Manufactured with Patented Machinery During Accounting Period with Interest at 5%
Recap. of Savings Toronto

	Aug. 24, 1914 to 1915 Savings on all kinds of Gum	Aug. 24th, 1914 to 1915 Doublemint Proportion
1. Savings effected by use of Price Wrapping Machine Inventions	$ 10,945.15	$ 1,918.10
2. Savings effected by use of Sheeting Machine Inventions	$ 2,613.02	$ 523.36
3. Savings effected in Interest by use of Price Wrapping Machine Inventions at 5%	$ 374.03	$ 65.31
4. Savings effected in Depreciation by use of Price Wrapping Machine Inventions at 10%	$ 748.05	$ 130.60
Total	$ 14,680.25	$ 2,637.37

WRIGLEY EXHIBIT No. 64—BUCK 55

REC P OF SAVINGS ACCRUING TO DOUBLEMINT

by being manufactured with Patented Machinery.

CHICAGO - - BROOKLYN - - TORONTO

		CHICAGO	BROOKLYN	TORONTO	TOTAL	Doublemint Proportion
1.	Savings effected by use of Price Wrapping Machine Inventions	$511,910.81	$155,826.26	$10,945.15	$678,682.22	$153,196.77
2.	Saving effected by use of Sheeting Machine Inventions.	$174,552.61	$ 41,906.52	$ 2,613.02	$219,072.35	$ 35,346.41
3.	Savings effected in Interest by use of * Price Wrapping Machine Inventions at 7%.	* $ 18,498.57	* $ 5,732.81	* $ 523.63	$ 24,755.01	$ 5,573.34
4.	Savings effected in Depreciation by use of Price Wrapping Machine Inventions at 10%.	$ 26,426.54	$ 8,169.74	$ 748.05	$ 35,364.33	$ 7,961.93
	Total	$731,388.73	$211,655.33	$14,829.85		
	Grand Total				$957,873.91	$202,078.45
	*Interest at 6%	$ 15,855.93	$ 4,913.85	$ 448.83	21,218.61	4,777.15
	*Interest at 5%	$ 13,213.27	$ 4,094.87	$ 374.03	17,682.17	3,980.96

Grand Total of Savings accruing to Doublemint as accounted for by using Patented Machinery.

at 7% $202,078.45
at 6% $201,282.26
at 5% $200,486.07

Wrigley Exhibit No. 64—Buck 55. 3628

8129 WRIGLEY 64—BUCK 56-a

AGREEMENT

Agreement made this Second day of January 1905, between The New York Wrapping Machine Company, a corporation organized under the laws of the State of New York and having its principal business office in the Borough of Manhattan and City of New York, party of the first part, and Rubber Paint Co., a corporation organized under the laws of the State of Illinois., party of the second part, Witnesseth:

In Consideration of the sum of One Dollar to each of the parties hereto paid by the other, the receipt whereof is mutually acknowledged, and of the covenants and promises herein contained, it is agreed between the parties hereto as follows:

The party of the first part agrees that it will manufacture and furnish to the party of the second part the number of its wrapping machines set out in said schedule, at the minimum speed therein specified, the said machine to be adjusted to the wrapping of the specified article of the dimensions set forth and for no other kind or size of article.

The party of the first part agrees to deliver the said machine or machines to the party of the second part at the time, place and manner specified in the said schedule, but it is expressly understood, agreed and made an essential item of this contract that any delay in such delivery caused by strikes, unavoidable accidents, the act of God, or of the public enemy, shall be excused to the party of the first part, and it shall not be responsible in any manner for such delay but that under, such circumstances no rent shall be payable by the party of the second part until after said machines shall have been delivered and received by the latter.

The party of the first agrees that it will, if requested so to do by the party of the second part, make an actual test of each machine before the same is delivered, using in such test the article actually intended to be wrapped thereby in its future use. In such case the party of the second part shall furnish the materials for such test, including a reasonable supply of the article to be wrapped, and of all of the
8130 material subsequently to be employed in the actual use of the machine, including for example, proper wrappers of paper, tin foil, or the like, adhesive fluid of the proper consistency, and all other materials and things necessary to the

safe and complete enclosure of the article. And, in case no such test is made, then the party of the first part shall not be responsible for any condition of the machine or machines which such test would naturally have disclosed.

As care is required in the installation of the machines, the party of the first part agrees to furnish to the party of the second part the servoces of an experienced machinist to assist in and superintend the installation of said machines, when so desired by the party of the second part, and the party of the second part agrees to pay the expenses and wages of said machinist, which wages shall not exceed the sum of Forty Dollars ($40.00) per week.

The party of the first part agrees that each machine will satisfactorily perform, when installed under the supervision of competent workmen, the minimum amount of work specified in the schedule hereto annexed; in calculating such speed the work done by the machine is to be estimated from the time of starting it with all of its parts properly adjusted, with its magazine properly charged with the articles to be wrapped and all materials and supplies necessary to the safe and complete enclosure of the said article and in proper quantities and conditions.

The party of the first part shall not be responsible for any failure to perform the work stated after the installation of the said machine or machines by reason of the carelessness, negligence or ignorance of the party of the second part, or any employee thereof. Privilege hereby granted to the party of the second part, for one year from date, to purchase the within Machine for ($1250.), less all sums paid for rental.

The parties hereto both agree that said machine or machines shall always remain the property of the party of the first part and under no circumstances or conditions shall
8231 be removed from the premises of the party of the second part, their successors or assigns, unless the written consent of the party of the first part shall have been previously obtained for such removal.

The machines or machines are rented to the party of the second part by the party of the first part for a term of five years and the party of the second part agrees to pay to the party of the first part as rental for the use thereof at the rate of One Hundred Dollars ($100.00) per year in advance for each machine for tha first year and of One Hundred Dollars ($100.00) per year in advance for each machine for the next four succeeding years. The first payment shall be due

and payable for each machine after it shall have performed its work for a period of thirty days.

In addition to such rental, the party of the second part agrees that, immediately upon the receipt of the said machine or machines, it will insure or cause to be insured each of them for the benefit of the party of the first part for the sum of Four Hundred Dollars ($400.00) and will thereafter continue such insurance in force so long as the machines remain in its possession and will pay the premiums on such insurance, and upon the receipt of the insurance policies or certificates will deliver the same to the party of the first part.

The party of the second part agrees that the machine or machines shall be used only for the wrapping of the article set out in the schedule hereto annexed and for the wrapping of no other article and for no other purpose.

Furthermore, that there shall not be used in said machine or machines articles of any other size or dimensions than those mentioned in said schedule and that no material shall be employed for wrappers or coverings therefor, nor in or about said machines, except such as are required for the proper working thereof and for the proper wrapping of the articles referred to.

Furthermore, the party of the second part agrees that the said machine or machines shall always be in the charge
8132 of competent and skillful workmen and shall be kept cleaned, properly lubricated and in good working condition at all times.

If, during the rental period herein mentioned, the party of the second part shall desire to change the size of the article to be wrapped and it is possible to make such change in the machine or machines, then in its possession, the party of the first part agrees to make such change, provided the party of the second part shall pay the cost thereof, but it is expressly understood and agreed that the party of the second part shall not attempt to make such change unless having previously received the consent in writing of the party of the first part thereto.

It is agreed by the party of the second part that the party of the first part, or its duly authorized agents, shall at all times during the rental period have the right to enter upon the premises of the party of the second part and to examine and inspect the said machine or machines and to ascertain and report upon their condition.

The party of the second part agrees to deliver back to the

party of the first part, or its duly authorized agent or any party whom it may designate for that purpose at the expiration of this lease, or of any renewals thereof, each of said machines in good condition, reasonable wear and tear excepted, and excepting also the loss or destruction of the same by fire, unavoidable accidents or the act of God, or the public enemy.

In case the said machine or machines, while in possession of the party of the second part, are wholly or partly destroyed by fire and the party of the first part collects the insurance thereon, and the premiums for the latter shall have been paid by the party of the second part, then, and in that case, the party of the first part agrees to replace the said machine or machines so injured or to put them in proper working condition within a reasonable time after such loss
8133 shall have occurred, and when said machines shall have been so replaced they are to be considered in all respects as the original machine or machines furnished under this contract and to be subject to all of the conditions thereof.

It is agreed by the party of the second part that if any of the sums due as rent for said machine or machines shall be in arrears or unpaid for the period of thirty days after the same shall be due, according to the terms of this contract, then the party of the first part shall have, and is hereby given, the right and authority to enter upon the premises of the party of the second part, or wherever said machine or machines may be, and to remove them therefrom.

In such case it is expressly agreed that such removal for non-payment of rent shall not be a bar to an action by the party of the first part to recover from the party of the second part any rent due under the terms of this contract.

During the rental period, if it shall be necessary to supply parts of the said machine or machines to the party of the second part in order that they may be kept in good working condition, or to replace any such parts that may be broken or injured, the party of the first part agrees to furnish such parts to the party of the second part at cost.

The party of the first part agrees that it will hold the party of the second part harmless from any damage which the latter may suffer by reason of infringement upon any Letters Patent of the United States caused by the operation of said machine or machines.

The party of the second part is hereby given the privilege of continuing the use of said machines after the expiration

of this contract for a further term upon the conditions herein set forth, as long as the party of the second part continues to pay the above mentioned annual rental of One Hundred Dollars ($100.00) for each machine.

It is agreed that this contract shall be binding upon the heirs, representatives, assigns and successors in interest of each of the parties hereto, and shall be assignable pro-
8134 vided always that the assignees shall be personally acceptable to the party not assigning.

In Witness Whereof, the parties hereto have hereunto set their hands and seals the day and year first above written.

THE NEW YORK WRAPPING PAPER COMPANY.
(Signed) By H. M. KILBORN
Vice-President
(Signed) CHAS. J. KLEBER
Secretary

Witness as to the party of the first part:

.....

RUBBER PAINT CO.
(Signed) A. G. COX
Manager.

Witness as to the party of the second part:

.....

Schedule "A" Referred to in the Foregoing Contract

Number of machines to be furiished—One (1)

Article to be wrapped and nature of wrapping Chewing Gum in Wax Paper and Printed Wrapper.

Length—(2⅞") Two and seven eights inches.

Breadth—(⅝") Five Eights of an inch.

Thickness—(3/32") Three thirty seconds of an inch.

Minimum speed 35 Packages per minute.

Date of delivery—As soon as possible.

Place of delivery, f. o. b.—Cars Brooklyn, N. Y.

Shipment via—As per request.

8135 WRIGLEY 64—BUCK 56-B.

AGREEMENT.

Agreement made this Second day of January, 1905, between The New York Wrapping Machine Company, a corporation organized under the laws of the State of New York and having its principal business office in the Borough of Manhattan and City of New York, party of the first part, and Rubber Paint Co., a corporation organized under the laws of the State of Illinois, party of the second part,

Witnesseth:

In Consideration of the sum of One Dollar to each of the parties hereto paid by the other, the receipt whereof is mutually acknowledged, and of the covenants and promises herein contained, it is agreed between the parties hereto as follows:

The party of the first part agrees that it will manufacture and furnish to the party of the second part the number of its wrapping machines set out in schedule "A" hereto annexed and made a part hereof, and adapted to wrap the article named in said schedule, at the minimum speed therein specified, the said article to be of the length, breadth and thickness specified, and the said machine to be adjusted to the wrapping of the specified article of the dimensions set forth and for no other kind or size of article.

The party of the first part agrees to deliver the said machine or machines to the party of the second part at the time, place and manner specified in the said schedule, but it is expressly understood, agreed and made an essential item of this contract that any delay in such delivery caused by strikes, unavoidable accidents, the act of God or of the public enemy, shall be excused to the party of the first part, and it shall not be responsible in any manner for such delay but that under such circumstances no rent shall be payable by the party of the second part until after said machines shall have been delivered and received by the latter.

8136 The party of the first part agrees that it will, if requested so to do by the party of the second part, make an actual test of each machine before the same is delivered, using in such test the article actually intended to be wrapped thereby in its future use. In such case the party of the

second part shall furnish the materials for such test, including a reasonable supply of the article to be wrapped, and of all of the material subsequently to be employed in the actual use of the machine, including, for example, proper wrappers of paper, tin foil, or the like, adhesive fluid of the proper consistency, and all other materials and things necessary to the safe and complete enclosure of the article. And, in case no such test is made, then the party of the first part shall not be responsible for any condition of the machine or machines which such test would naturally have disclosed.

As care is required in the installation of the machines, the party of the first part agrees to furnish to the party of the second part the services of an experienced machinist to assist in and superintend the installation of said machines, when so desired by the party of the second part, and the party of the second part agrees to pay the expenses and wages of said machinist, which wages shall not exceed the sum of Forty Dollars ($40.) per week.

The party of the first part agrees that each machine will satisfactorily perform, when installed under the supervision of competent workmen, the minimum amount of work specified in the schedule hereto annexed; in calculating such speed the work done by the machine is to be estimated from the time of starting it with all of its parts properly adjusted, with its magazine properly charged with the articles to be wrapped and all materials and supplies necessary to the safe and complete enclosure of the said article and in proper quantities and conditions.

8137 The party of the first part shall not be responsible for any failure to perform the work stated after the installation of the said machines or machines by reason of the carelessness, negligence or ignorance of the party of the second part, or any employee thereof.

Privilege hereby granted to the party of the second part, for one year from date, to purchase the within Machines for ($1250.) each, less all sums paid for rental.

The parties hereto both agree that said machine or machines shall always remain the property of the party of the first part and under no circumstances or conditions shall be removed from the premises of the party of the second part, their successors or assigns, unless the written consent of the party of the first part shall have been previously obtained for such removal.

The machine or machines are rented to the party of the

second part by the party of the first part for a term of five years and the party of the second part agrees to pay to the party of the first part as rental for the use thereof at the rate of One Hundred Dollars ($100.) per year in advance for each machine for the first year and of One Hundred Dollars ($100.00) per year in advance for each machine for the next four succeeding years. The first payment shall be due and payable for each machine after it shall have performed its work for a period of thirty days.

In addition to such rental, the party of the second part agrees that, immediately upon the receipt of the said machine or machines, it will insure or cause to be insured each of them for the benefit of the party of the first part for the sum of Four Hundred Dollars ($400.00) and will thereafter continue such insurance in force so long as the machines remain in its possession and will pay the premiums on such insurance, and upon the receipt of the insurance policies or certificates will deliver the same to the party of the first part.

8138 The party of the second part agrees that the machine shall be used only for the wrapping of the article set out in the schedule hereto annexed and for the wrapping of no other article and for no other purpose.

Furthermore, that there shall not be used in said machine or machines articles of any other size or dimensions than those mentioned in said schedule and that no material shall be employed for wrappers or coverings therefor, nor in or about said machines, except such as are required for the proper working thereof and for the proper wrapping of the articles referred to.

Furthermore, the party of the second part agrees that the said machine or machines shall always be in the charge of competent and skillful workmen and shall be kept cleaned, properly lubricated and in good working condition at all times.

If, during the rental period herein mentioned, the party of the second part shall desire to change the size of the article to be wrapped and it is possible to make such change in the machine or machines then in its possession, the party of the first part agrees to make such change, provided the party of the second part shall pay the cost thereof, but it is expressly understood and agreed that the party of the second part shall not attempt to make such change unless having previously received the consent in writing of the party of the first part thereto.

It is agreed by the party of the second part that the party of the first part, or its duly authorized agents, shall at all times during the rental period have the right to enter upon the premises of the party of the second part and to examine and inspect the said machine or machines and to ascertain and report upon their condition.

The party of the second part agrees to deliver back to the party of the first part, or its duly authorized agent or any party whom it may designate for that purpose at the expiration of this lease, or of any renewals thereof, each of said machines in good condition, reasonable wear and
8139 tear excepted, and excepting also the loss or destruction of the same by fire, unavoidable accidents or the act of God, or the public enemy.

In case the said machine or machines, while in possession of the party of the second part, are wholly or partly destroyed by fire and the party of the first part collects the insurance thereon, and the premiums for the latter shall have been paid by the party of the second part, then, and in that case, the party of the first part agrees to replace the said machine or machines so injured or to put them in proper working condition within a reasonable time after such loss shall have occurred, and when said machines shall have been so replaced they are to be considered in all respects as the original machine or machines furnished under this contract and to be subject to all of the conditions thereof.

It is agreed by the party of the second part that if any of the sums due as rent for said machine or machines shall be in arrears or unpaid for the period of thirty days after the same shall be due, according to the terms of this contract, then the party of the first part shall have, and is hereby given, the right and authority to enter upon the premises of the party of the second part, or wherever said machine or machines may be, and to remove them therefrom.

In such case it is expressly agreed that such removal for nonpayment of rent shall not be a bar to an action by the party of the first part to recover from the party of the second part any rent due under the terms of this contract.

During the rental period, if it shall be necessary to supply parts of the said machine or machines to the party of the second part in order that they may be kept in good working condition, or to replace any such parts that may be broken or injured, the party of the first part agrees to furnish such parts to the party of the second part at cost.

The party of the first part agrees that it will hold the party

of the second part harmless from any damage which the
8140 latter may suffer by reason of infringement upon any Letters Patent of the United States caused by the operation of said machine or machines.

The party of the second part is hereby given the privilege of continuing the use of said machines after the expiration of this contract for a further term upon the conditions herein set forth, as long as the party of the second part continues to pay the above mentioned annual rental of One Hundred Dollars ($100.00) for each machine.

It is agreed that this contract shall be binding upon the heirs, representatives, assigns and successors in interest of each of the parties hereto, and shall be assignable provided always that the assignees shall be personally acceptable to the party not assigning.

In Witness Whereof, the parties hereto have hereunto set their hands and seals the day and year first above written.

THE NEW YORK WRAPPING MACHINE COMPANY,
(Signed) By H. M. KILBORN,
Vice President.
(Signed) CHAS. J. KLEBER,
Secretary.

Witness as to the party of
the first part:

.....

RUBBER PAINT CO.,
(Signed) A. G. COX,
Manager.

Witness as to the party of
the first part:

.....

Schedule "A" Referred to in the Foregoing Contract

Number of machines to be furnished—Three (3).

Article to be wrapped and nature of wrapping—Chewing Gum in wax paper and printed paper.

Length—(2 7/8") Two and seven eighths inches.

Breadth—(3/4") Three Quarters of an inch.

Thickness—(1/16") One Sixteenth of an inch.

Minimum speed—35 packages per minute.

Date of delivery—As soon as possible.

Place of delivery, f. o. b.—Cars Brooklyn, N. Y.

Shipment via—As per request.

8141 WRIGLEY 64—BUCK 56-C.

AGREEMENT.

This Agreement made the 17th day of November, 1906, between The New York Wrapping Machine Company, a corporation organized under the laws of the State of New York, and having its principal business office in the City of New York in said State, the party of the first part, and The Rubber Paint Company, a corporation under the laws of the State of Illinois, located in Chicago, the party of the second part,

Witnesseth:

Whereas, the said party of the first part is the owner of the wrapping machine and other chattel property described in the Schedule hereto annexed and made a part hereof, and

Whereas, the party of the second part is desirous of acquiring the use of the same and ultimately purchasing it,

Now, Therefore, Know All Men By These Presents, that in consideration of the premises, and of the sum of One ($1.) Dollar to each of the parties hereto paid by the other, the receipt whereof is hereby acknowledged, it is agreed between the parties as follows:

The party of the first part agrees to deliver and lease to the party of the second part the wrapping machine described in the schedule above referred to, and the party of the second part agrees to pay to the party of the first part as rent for the use thereof, the following sums of money at the times mentioned, namely:

Twenty five hundred Dollars ($2500.) for two Machines as per schedule following to be numbered 455-456, payable as follows: Four hundred Dollars upon the delivery of each Machine and Twenty five Dollars ($25.) each and every month for each Machine until Twelve hundred and fifty Dollars ($1250.) has been paid in full for each Machine.

8142 At the expiration of the term of this lease, provided the rent therefor has been duly paid as above provided namely, on the ..... day of ..... 190 , the party of the second part agrees to purchase and the party of the first part agrees to sell the said property for the sum of $10.00.

Until the property has been so purchased, the title to it

and the right of ownership thereof shall remain in the party of the first part and in the event that any of the payments for rent shall not be made when due, then the party of the first part shall have the right to enter upon the premises of the party of the second part, or any other place where the goods above mentioned may be located, and to take immediate possession of the same and to remove the same therefrom if the party of the first part shall so desire, it being expressly understood and agreed time is of the essence of this contract.

While the property is being rented, it is agreed that it shall remain personal property and shall be in no manner affixed to the place where it may be located in such a manner as to become a part of the freehold.

During the term of the lease, the party of the second part agrees to insure the said property in a good and solvent insurance company for the benefit of and in the name of the said party of the first part in a sum not less than the total amount of the rent above set forth, and agrees to keep the same so insured during the continuance of this lease.

During the continuance of the lease, the party of the second part agrees that the machines specified in the schedule shall be used only for the wrapping of the article or articles referred to in the schedule and for no other purpose, and that no material shall be employed for wrappers or coverings, nor in or about said machine, except such as is required for the proper working thereof, and the proper wrapping of the articles to be used thereon. The party of the second part agrees that the machines shall always be in charge of
8143 competent and skilled workman and shall be kept cleaned, properly lubricated and in good condition at all times. During the term of this lease, the party of the first part, or its duly authorized agents, shall at all times have the right to enter upon the premises of the party of the second part, or wherever the said property may be, and to examine and inspect it.

In case the said property, while it is in the possession of the party of the second part, shall be wholly or partially destroyed by fire, and the party of the first part collects the insurance thereon, and the premiums for the said insurance shall have been paid by the party of the second part, then the party of the first part agrees, within a reasonable time after such loss shall have occurred, to replace the said property in good working condition, and when it shall have been so replaced, such property is to be considered in all respects as

though it were the original property mentioned in the schedule herein referred to.

It is agreed that this contract shall be binding upon the successors in interest of the parties hereby, provided always that the assignees shall be personally acceptable to the party not assigning.

In Witness Whereof, the parties hereto have hereunto set their hands and seals the day and year first above written.

THE NEW YORK WRAPPING MACHINE COMPANY,
(Signed) By H. M. KILBORN
President.
(Signed) CHAS. J. KLEBER
Secretary.

Witness as to the party of the first part:

.....

RUBBER PAINT CO.
(Signed) A. G. COX.
Manager.

Witness as to the party of the second part:

.....

8144 Schedule Referred to in the Foregoing Contract.

Number of machines to be furnished—Two (2) Nos. 455-456

Article to be wrapped and nature of wrapping their single sticks of chewing gum in waxed paper and label. Sealing same.

Length—2-7/8" Two and seven eighths inches.
Breadth—3/4" Three Fourths of an inch.
Thickness—1/16" One Sixteenth of an inch.
Minimum speed—(25) Twenty Five pieces per minute.
Date of delivery—Within (90) Ninety days from date.
Place of delivery—154 West Van Buren St., Chicago, Ill.
Shipment via—Freight.

8146 WRIGLEY EXHIBIT No. 65—STANLEY 1

FILED ACCOUNT

Measuring each advertisement separately and using the following method of allocation; namely,

(1) Where the advertisement specifies only Doublemint, charging the entire cost thereof to Doublemint;

(2) Where the advertisement specifies Doublemint together with one or more other brands, charging each brand named therein with the cost of the exact space occupied in the advertisement by that brand, whether by a picture of the package, or by a logotype, or by any other matter referring to the specified brand, and charging the balance of the cost in equal parts amongst the brands named in the advertisement, the amount charged against Doublemint in the statements presented to the Master, (see also Touche-Niven & Company's report, page 5, Larson Exhibit 132), is..... $2,794,651.76

8147 WRIGLEY EXHIBIT No. 65—STANLEY 2

REVISION OF FILED ACCOUNT

—A—

Measuring each advertisement separately and using the following method of allocation; namely,

(1) Where the advertisement specifies only Doublemint, charging the entire cost thereof to Doublemint;

(2) Where the advertisement specifies Doublemint together with one or more other brands, charging each brand named therein with the cost of the exact space occupied in the advertisement by that brand, whether by a picture of the package, or by a logotype, or by any other matter referring to the specified brand, and charging the balance of the cost in equal parts amongst the brands named in the advertisement, but revising errors in calculation in the statements of account presented to the Master, the amount to be charged against Doublemint is.....$2,846,851.10

WRIGLEY EXHIBIT No. 65—STANLEY 3—

METHOD "A"

Year	Newspapers	Billposting	Painted Walls Electric Signs	Street Cars	Misc. Adv. Matches Etc.	Foreign Advg.	Advg. Material	Detail Men	Sampling Campaign Dmint.	Donations Dmint.	War Tax Reb. Cert. Dmint.	Total
1914	$159,610.53	$ 43,894.45	.....	$ 74,620.51	$ 4,749.82	.....	$ 1,679.88	$11,358.90	$151,775.81	$ 127.24	$ 1,091.62	$448,908.76
1915	173,931.27	134,278.03	70,003.98	151,214.10	29,752.46	.....	40,120.94	51,574.28	96,314.42	5,829.95	39,625.80	792,645.23
1916	187,698.14	108,997.28	101,746.31	143,509.53	30,554.12	688.48	40,179.24	46,765.04	48,569.56	3,352.43	48,904.52	760,964.65
1917	111,967.54	96,513.55	57,225.39	107,781.93	2,233.30	707.14	14,022.26	48,993.44	11,288.80	2,327.98	7,023.55	460,084.88
1918	140,829.33	103,477.70	18,761.21	101,054.93	1,154.42	414.94	950.10	15,336.79	270.92	1,459.92	537.75	384,247.58
Totals	$774,036.81	$487,161.01	$247,736.89	$578,181.00	$68,444.12	$1810.56	$96,952.42	$174,028.45	$308,219.51	$13,097.09	$97,183.24	$2,846,851.10

8149 WRIGLEY EXHIBIT No. 65—STANLEY 4

Statement of Advertising charged to Doublemint where the advertisements show a Doublemint Package in colors with green ends.

METHOD "A"

1914	$ 293,257.53
1915	581,598.29
1916	507,233.28
1917	333,430.30
1918	254,140.04
	$1,969,659.44

Offered not Admitted
Re-offered and Admitted

8150 WRIGLEY EXHIBIT No. 65—STANLEY 5.

Statement of Cost of "Wrigley's" in Advertisements where no Brand is mentioned; amount charged to Doublemint.

Year	Column 1 Total Cost	Column 2 Method "A"
1914	.....	.....
1915	$ 110.86	$ 55.43
1916	14,933.17	4,977.92
1917	6,094.27	2,031.42
1918	32.77	10.92
	$21,171.67	$7,075.69

8151 WRIGLEY EXHIBIT No. 65—STANLEY 6

The Amount Included in Method "A" for "Wrigley's" Standing Alone.

Year	
1914	$ 506.23
1915	5,671.59
1916	56,134.49
1917	49,369.28
1918	63,113.88
Total	$174,795.47

8152 WRIGLEY EXHIBIT No. 65—STANLEY 7

—A—1—

Measuring each advertisement separately and using the following method of allocation; viz.,

(1) Where the advertisement specifies only Doublemint, charging the entire cost thereof to Doublemint, with the exception that the cost of the space occupied by the word "Wrigley's", standing alone, i. e. where it appears in an advertisement of one or more brands, but is not used as a part of the name of a brand, is allocated on the basis of Doublemint sales to all sales;

(2) Where the advertisement specifies Doublemint together with one or more brands, charging each brand named therein with the cost of the exact space occupied in the advertisement by that brand, whether by a picture of the package, or by a logotype, or by any other matter referring to the specified brand, and charging the balance of the cost in equal parts among the brands named in the advertisement, with the exception that the cost of the space occupied by the word "Wrigley's", standing alone, i. e. where it appears in an advertisement of one or more brands, but is not used as a part of the name of a brand, is allocated on the basis of Doublemint sales to all sales, the amount would be . . . $2,744,418.28

8153 WRIGLEY EXHIBIT 65—STANLEY 8

METHOD "A-1"

YEARLY TOTALS

Year	Totals
1914	$448,551.42
1915	789,165.80
1916	724,698.28
1917	433,798.71
1918	348,204.07
Total	$2,744,418.28

WRIGLEY EXHIBIT 65—STANLEY 9

STATEMENT SHOWING HOW DIFFERENCES BETWEEN
METHOD "A" and METHOD "A-1"
WERE ARRIVED AT

	1914	1915	1916	1917	1918	Total
The total charged to DOUBLEMINT under Method "A" is	$448,908.76	$792,645.23	$760,964.65	$460,084.88	$384,247.58	$2,846,851.10
The amount charged to DOUBLEMINT for "WRIGLEY'S" standing alone in Method "A" is	506.23	5,671.59	56,134.49	49,369.28	63,113.88	174,795.47
Leaving a balance of	$448,402.53	$786,973.64	$704,830.16	$410,715.60	$321,133.70	$2,672,055.63
Taking the total cost of all "WRIGLEY'S" standing alone, viz., $481,767.96, and allocating to DOUBLEMINT that part which DOUBLEMINT sales bear to all sales, there must be added to above	164.02	2,272.87	99,868.13	23,083.10	27,070.37	73,458.49
Giving a total of	$448,566.55	$789,246.51	$724,698.29	$433,798.70	$348,204.07	$2,744,514.12
Less Adjustment of Sundry Service Expenses	15.13	80.71	.01	*.01*	.....	95.84
Total chargeable to DOUBLEMINT under Method "A-1"	$448,551.42	$789,165.80	$724,698.28	$433,798.71	$348,204.07	$2,744,418.28

8155 WRIGLEY EXHIBIT No. 65—STANLEY 10

Statement of Cost of "Wrigley's" in Advertisements where No Brand is Mentioned; Amount Charged to Doublemint

Year	Column 1 Total Cost	Column 2 Method "A-1"
1914	.....	.....
1915	$ 110.86	$ 20.72
1916	14,933.77	2,452.56
1917	6,094.27	910.63
1918	32.77	4.59
	$21,171.67	$3,388.50

8156 WRIGLEY EXHIBIT No. 65—STANLEY 11

—B—

Measuring each advertisement separately and using the following method of allocation; namely,

(a) Where the advertisement specifies only Doublemint, charging the entire cost thereof to Doublemint; and

(b) Where the advertisement specifies Doublemint together with one or more other brands, charging each brand named therein with the cost of the exact space occupied by that brand in the advertisement, whether by a picture of the package, or by a logotype, or by any other matter referring to the specified brand, and charging among the brands named in the advertisement the balance of the cost in the proportion which such space bears to the total space occupied by all packages, logotypes, and any other matter referring to the specified brands, the amount is . . . $2,870,088.16

WRIGLEY EXHIBIT No. 65—STANLEY 12

METHOD "B"

Year	Newspapers	Billposting	Painted Walls Electric Signs	Street Cars	Misc. Adv. Matches Etc.	Foreign Advg.	Advg. Material	Detail Men	Sampling Campaign Dmint.	Donations Dmint.	War Tax Reb. Cert. Dmint.	Total
1914	$156,481.38	$ 43,994.52	.....	$ 75,860.85	$ 4,749.82	.....	$ 1,679,88	$11,358.90	$151,775.81	$ 127.24	$ 1,091.62	$447,120.00
1915	189,108.96	134,345.38	$ 70,002.90	158,081.00	29,752.46	.....	40,415.43	51,574.28	96,314.42	5829.95	39 625.80	815,050.58
1916	189,131.37	109.001.74	101,876.33	145,749.21	30,555.45	683.83	40,365.38	46,765.04	48,569.56	3352.43	48,904.52	764,954.86
1917	109,467.28	99,259.52	58,845.98	106,451.61	2,236.34	707.14	13,856.18	48,993.44	11,288.80	2327.98	7,023.55	460,457.82
1918	140,777.81	101,945.64	19,691.27	100,644.93	1 154.42	414.94	270.94	15,336.79	270.92	1459.49	537.75	382,504.90
Totals	$784,966.80	$488,546.80	$250,416.48	$586,787.58	$68,448.49	$1805.91	$96,587.81	$174,028.45	$308,219.51	$13097.09	$97,183.24	$2,870,088.16

8158 WRIGLEY EXHIBIT No. 65—STANLEY 13

Statement of Advertising Charged to Doublemint where the advertisements show a Doublemint package in colors with green ends.

METHOD "B"

1914	$ 294,902.92
1915	588,825.95
1916	509,790.26
1917	336,303.50
1918	252,448.88
	$1,982,271.51

8159 WRIGLEY EXHIBIT No. 65—STANLEY 14

Statement of Cost of Prominent "Wrigley's" in Advertisements Where no Brand is Mentioned; Amount Charged to Doublemint.

Year	Column 1 Total Cost	Column 2 Method "B"
1914	.....	.....
1915	$ 110.86	$ 55.43
1916	14,933.77	4,977.92
1917	6,094.27	2,031.42
1918	32.77	10.92
	$21,171.67	$7,075.69

8160 WRIGLEY EXHIBIT No. 65—STANLEY 15

The Amount Included in Method "B" for "Wrigley's" Standing Alone

Year	
1914	$ 547.57
1915	6,236.11
1916	56,695.72
1917	50,744.68
1918	72,348.19
Total	$186,572.27

8161 WRIGLEY EXHIBIT No. 65—STANLEY 16
—B—1—

Measuring each advertisement separately and using the following method of allocation, viz.,

(a) Where the advertisement specifies only Doublemint, charging the entire cost thereof to Doublemint, with the exception that the cost of the space occupied by the word "Wrigley's", standing alone, i. e. where it appears in an advertisement, but is not used as a part of the name of the brand, is allocated on the basis of Doublemint sales to all sales;

(b) Where the advertisement specifies Doublemint together with one or more other brands, charging each brand named therein with the cost of the exact space occupied by that brand in the advertisement, whether by a picture of the package, or by a logotype, or by any other matter referring to the specified brand, and charging among the brands named in the advertisement the balance of the cost in the proportion which such space bears to the total space occupied by all packages, logotypes and any other matter referring to the specified brand, with the exception that the cost of the space occupied by the word "Wrigley's", standing alone, i. e. where it appears in an advertisement of one, or more brands, but is not used as a part of the name of the brand, is allocated on the basis of Doublemint sales to all sales, the amount would be..... $2,755,873.64

8162 WRIGLEY EXHIBIT No. 65—STANLEY 17
METHOD "B-1"

Yearly Totals

Year	Total
1914	$ 446,729.38
1915	810,993.67
1916	728,127.26
1917	432,796.25
1918	337,227.08
Total	$2,755,873.64

WRIGLEY EXHIBIT No. 65—STANLEY EXHIBIT 18

STATEMENT SHOWING DIFFERENCES BETWEEN METHOD "B" AND METHOD "B-1" WERE ARRIVED AT.

	1914	1915	1916	1917	1918	Total
The total charged to DOUBLEMINT under Method B is	$447,120.00	$815,050.58	$764,954.86	$460,457.82	$382,504.90	$2,870,088.16
The amount charged to DOUBLEMINT for "WRIGLEY'S" standing alone in Method B is	547.57	6,236.11	56,695.72	50,744.68	72,348.19	186,572.27
Leaving a balance of	$446,572.43	$808,814.47	$708,259.14	$409,713.14	$310,156.71	$2,683,515.89
Taking the total cost of all "WRIGLEY'S" standing alone, viz., $481,767.96, and allocating to DOUBLEMINT that part of which DOUBLEMINT sales bear to all sales, there must be added to above	164.02	2,272.87	19,868.13	23,083.10	27,070.37	72,458.49
Giving a total of	$446,736.45	$811,087.34	$728,127.27	$432,796.24	$337,227.08	$2,755,974.38
Less adjustment of Sundry Service Expense	7.07	93.67	.01	.01	.....	100.74
Total chargeable to DOUBLEMINT under Method B-1	$446,729.38	$810,993.67	$728,127.26	$432,796.25	$337,227.08	$2,755,873.64

8164 WRIGLEY EXHIBIT No. 65—STANLEY 19

Statement of Cost of Prominent "Wrigley's" in Advertisements where no Brand is Mentioned; Amount Charged to Doublemint.

Year	Column 1 Total Cost	Column 2 Method "B-1"
1914	.....	.....
1915	$ 110.86	$ 20.72
1916	14,933.77	2,451.56
1917	6,094.27	910.63
1918	32.77	4.59
	$21,171.67	$3,388.50

8165 WRIGLEY EXHIBIT No. 65—STANLEY 20

Statement of Cost of Advertising Mentioning Doublemint only.

	Total Cost
1914	$152,538.53
1915	179,683.74
1916	154,550.01
1917	62,445.74
1918	5,740.36
	$554,958.38

WRIGLEY EXHIBIT 65, STANLEY 30.



UNITED CIGAR
STORES CO.

CLOSE COVER BEFORE
STRIKING MATCH

CIGARS
UNITED

Largest Cigar Retailers
in the World because We
serve the People best

6320 "WRIGLEY EXHIBIT No. 63, ATWOOD 7",

Statistical Statement–Coupon Account the Procter & Gamble Distributing Company From 1904 to 1921 Inclusive

Year		Coupon Wrappers Issued	Cumulative Running Total
1904	Issued	23,036,000	23,036,000
	Redeemed	7,522,150	7,522.150
	Percentage Redeemed	32.65	32.65
1905	Issued	21,465,700	44,501,700
	Redeemed	6,165,225	13,687,375
	Percentage Redeemed	28.72	30.75
1906	Issued	24,647,300	69,149,000
	Redeemed	3,932,150	17,619,525
	Percentage Redeemed	15.95	25.48
1907	Issued	21,317,400	90,466,400
	Redeemed	3,712,775	21,332,300
	Percentage Redeemed	17.41	23.58
1908	Issued	20,171,600	110,638,000
	Redeemed	3,443,150	24,775,450
	Percentage Redeemed	17.06	22.38
1909	Issued	24,298,300	134,936,300
	Redeemed	3,579,485	28,354,935
	Percentage Redeemed	14.73	21.01

7978 WRIGLEY 64 BUCK 57

2—390

DEPARTMENT OF THE INTERIOR,

United States Patent Office.

To all persons to whom these presents shall come, Greeting:

This Is to Certify that the annexed is a true copy from the records of this office of an instrument of writing

Recorded April 20, 1911,
in
Liber R-86, page 353 of Transfers of Patents.

In Testimony Whereof I have hereunto set my hand and caused the seal of the Patent Office to be affixed, at the City of Washington, this 10th day of February in the year of our Lord, one thousand nine hundred and twenty-three and of the Independence of the United States of America the one hundred and forty-seventh.

WM. A. KINNAN,
(Seal) *Acting Commissioner of Patents.*

Filed Jan 7—1925 at ___ o'clock ___ M. John H. R. Jamar Clerk.

7979 R 86—353

ASSIGNMENT.

Whereas, Albert M. Price, of Elgin, Kane County, Illinois, has made a certain new and useful Improvement in Manufacture of Chewing-Gum, fully set forth and described in an Application for Letters Patent of the United States filed April 27th, 1910, bearing Serial No. 557,939 and allowed November 17th, 1910, and,

Whereas, Zeno Manufacturing Company, a corporation organized and existing under and by virtue of the laws of the State of Illinois, is now the sole owner of the entire right, title and interest in and to said application for Letters Patent, Serial No. 557,939, filed April 7th, 1910, and,

7980 354 354

Whereas, Wm. Wrigley, Jr. Company, a corporation

organized and existing under and by virtue of the laws of the State of West Virginia, is desirous of acquiring the entire right, title and interest in and to said invention and prospective Letters Patent;

Now, Therefore, To All Whom It May Concern, be it known, that for and in consideration of the sum of One Dollar ($1.00) in hand paid by Wm. Wrigley, Jr. Company to Zeno Manufacturing Company, and other valuable considerations, the receipt whereof is hereby acknowledged, Zeno Manufacturing Company has sold, assigned and transferred and does hereby sell, assign and transfer unto said Wm. Wrigley, Jr. Company, its successors and assigns, the entire right, title and interest in and to said invention and prospective Letters Patent, and Zeno Maufacturig Compay does hereby authorize and request the Commissioner of Patents to issue said Letters

—2—

Patent to said Wm. Wrigley, Jr. Company in accordance with this Assignment.

In Testimony Whereof said Zeno Manufacturing Company has caused its name to be signed by its Secretary and its Corporate Seal to be affixed hereto this ..... day of April, 1911.

Zeno Manufacturing Company Corporate Seal Illinois

ZENO MANUFACTURING COMPANY,
By A G Cox
Secretary.

State of Illinois }
County of Cook } ss.

I, James R. Offield, a Notary Public in and for the County and State aforesaid, do hereby certify that A. G. Cox appeared before me in person and acknowledged that he signed, sealed and delivered the said Instrument as Secretary for said corporation, and for and in behalf of the said corporation for the uses and purposes therein set forth.

In Witness Whereof, I have hereunto set my hand and Notarial Seal this 17 day of April, 1911.

James R. Offield, Notary Public Cook County Illinois. (Seal)

JAMES R. OFFIELD,
Notary Public.
Recorded April 20, 1911.
E H G
L L W
374

(Endorsed) #25015/23 Feb 10 1923.

7981 WRIGLEY 64—BUCK 58

2—390

DEPARTMENT OF THE INTERIOR,

United States Patent Office.

To all persons to whom these presents shall come, Greeting:

This Is to Certify that the annexed is a true copy from the records of this office of an instrument of writing

Recorded November 21, 1910,
in
Liber Z-85, page 86 of Transfers of Patents.

In Testimony Whereof I have hereunto set my hand and caused the seal of the Patent Office to be affixed, at the City of Washington, this 10th day of February in the year of our Lord, one thousand nine hundred and twenty-three and of the Independence of the United States of America the one hundred and forty-seventh.

WM. A. KINNAN,
(Seal) *Acting Commissioner of Patents.*

Filed Jan 7—1925 at ___ o'clock ___ M. John H. R. Jamar Clerk.

7982 Z 85-86

ASSIGNMENT.

Whereas, I, Albert M. Price, of Elgin, Kane County, Illinois, have invented certain new and useful Improvements in Method of Severing Plastic Sheet-Material, as fully set forth and described in an application for Letters Patent of the United States, executed by me on the 14th day of April, 1910, the serial number and date of filing of which, when known, will be inserted at the foot of this instrument; and

Whereas, Zeno Manufacturing Company, a corporation organized and existing under and by virtue of the laws of

7983 87

the State of Illinois, and having its office and principal place of business at Chicago, Illinois, is desirous of acquiring

the entire right, title and interest in and to said invention and prospective Letters Patent:

Now, Therefore, to all whom it may concern, be it known that for and in consideration of the sum of One Dollar, to me in hand paid, and other valuable consideration, the receipt of which is hereby acknowledged, I have assigned, sold and set over, and do hereby assign, sell and set over, unto said Zeno Manufacturing Company, its successors, legal representatives and assigns, the entire right, title and interest in and to said invention and prospective letters patent.

And I do hereby authorize and request the Commissioner of Patents to issue the said letters patent to the said Zeno Manufacturing Company in accordance with this assignment.

In Testimony Whereof, I have hereunto set my hand and affixed my seal this 14th day of April, Nineteen Hundred and Ten.

ALBERT M. PRICE (Seal)

Serial No. 557,939,
Filed April 27, 1910.

State of Illinois }
Cook County } ss.

On this 14th day of April, 1910, before me, a Notary Public in and for the County and State aforesaid, appeared Albert M. Price, to me personally known, who acknowledged that he executed the foregoing instrument as his free act and deed and for the purposes therein expressed.

Witness my hand and Notarial Seal this 14th day of April, A. D. 1910.

R. A. Raymond
Notary Public
Cook County, Ill.
(Seal)

R. A. RAYMOND
Notary Public.

Recorded November 21, 1910.
E H G
L L W

316

(Endorsed) #25015/23 Feb 10 1923.

7984 WRIGLEY 64—BUCK 59

Filed Jan. 7—1925 at ..... o'clock ..... m. John H. R. Jamar, Clerk. Original.

Barbieri & Dellenbarger
Machine Contract
November 26, 1909.
22 - 7

7985 Chicago, Ill. November 26, 1909.

Zeno Manufacturing Company,
Chicago, Ill.

Gentlemen:—

We have checked over the cost of chewing gum sheeting and rolling machine, and beg to submit an offer to build a duplicate machine as our Job #488, lately installed in your plant 727-735 West Van Buren Street, including plain sheet cutting rolls and variable speed transmission for the tray carrier device as our Job #503, to include countershaft and shifter, same to be delivered in Chicago, upon the same terms and arrangements as the one just delivered, for fifty-two hundred dollars ($5200.00)

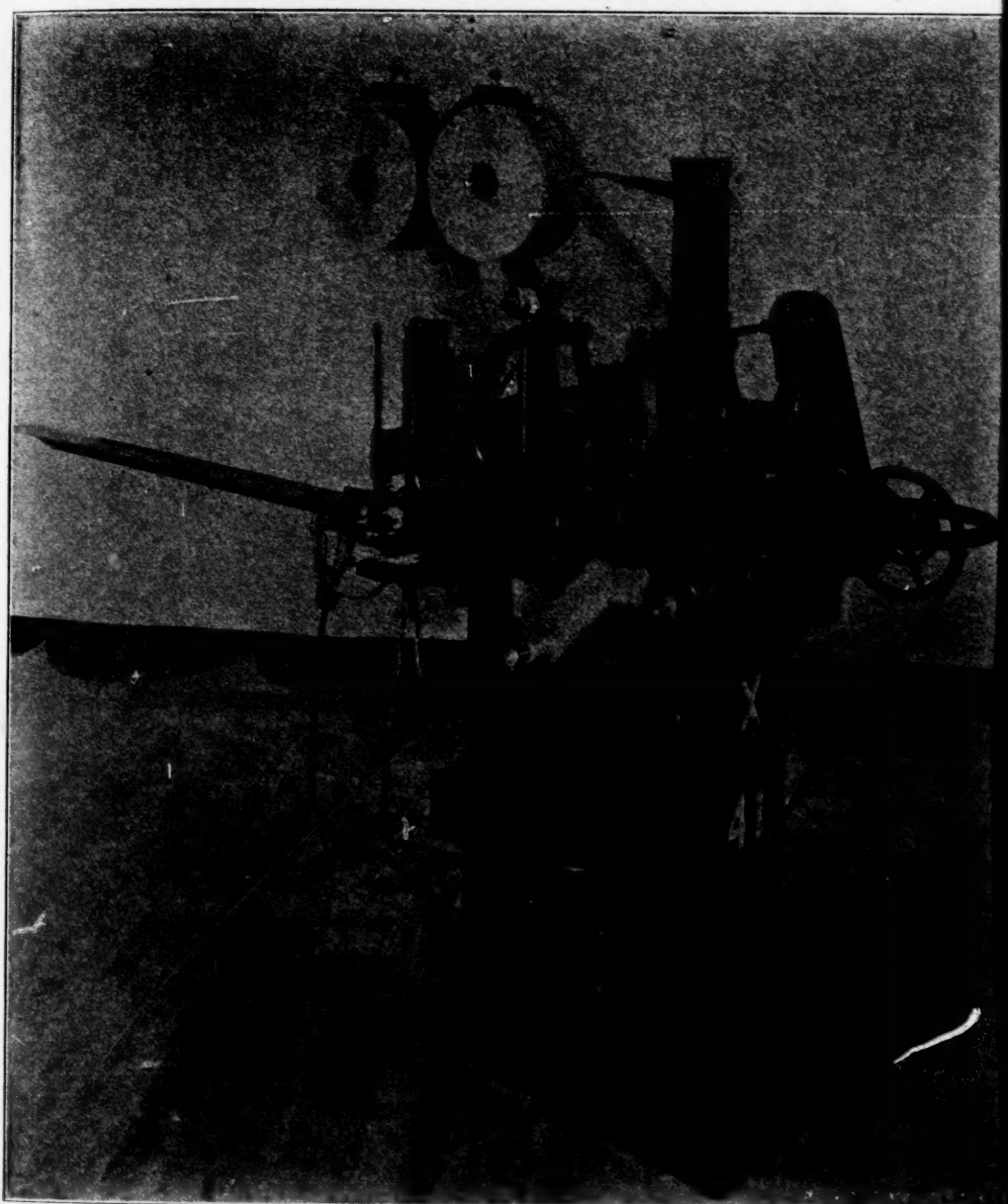
You are to advance eight hundred dollars ($800.00) any time after order is given, and as work proceeds further advances as needed not to exceed sixty percent (60%) of amount, and balance upon acceptance of machine.

In further consideration of placing an order in accordance with above offer, we will enter into an agreement that no
7986 similar machine shall be made by us or by any company in which I or we now are or shall be interested, excepting as you may order, for a period of two years from this date: and in case a patent protecting the process or construction of the machines shall be obtained as a result of pending applications Viz: Serial Numbers 427.402 and 513.563, or applications renewed or filed, after this date, you shall be given a first option for the purchase or exclusive use of same in Chewing Gum business for five thousand dollars ($5000.00)

BARBIERI & DELLENBARGER CO.
C. E. DELLENBARGER
Pres.

Accepted
ZENO MFG. CO.
A. G. COX,
Mngr.

WRIGLEY EXHIBIT 64. BUCK 61



6615 WRIGLEY EXHIBIT 64: BUCK 62.

"Chicago, Ill., Sept. 7, 1910.

To whom it may concern:

Be it known, that, we, the Barbieri & Dellenbarger Company, a corporation of and under the laws of the State of Illinois, with its office in the city of Chicago, in and for the consideration of One Thousand Dollars, receipt of which is hereby acknowledged, do sell, assign and transfer to the
6616 Zeno Manufacturing Company, a corporation of the State of Illinois, all our right, title and interest in and to certain Patents issued to the said Barbieri & Dellenbarger Company by the United States of America, and described and entitled as follows, viz:

Sheet Making Machine, Number 968,109, issued Aug. 23, 1910;

Process of Making Sheets, Number 968,110, issued Aug. 23, 1910.

Now, therefore, the conditions of this conveyance are such, that, if the said Barbieri & Dellenbarger Company, shall on or before Jan. 15, 1911, repay to the said Zeno Manufacturing Company, the said sum of One Thousand Dollars named herein as a full and sufficient consideration of the above named patents, then the said Zeno Manufacturing Company shall transfer, sell and assign to the said Barbieri & Dellenbarger Company the Patents named herein; otherwise this conveyance shall remain in full force as before mentioned and granted.

BARBIERI & DELLENBARGER CO.,
by C. E. DELLENBARGER
Pres.
A. B. DELLENBARGER
Secy.

State of Illinois }
County of Cook } ss.

I, Herman G. Redwanz, a Notary Public in and for, and for, and residing in the said County, in the State aforesaid,

Do Hereby Certify, That C. E. Dellenbarger Pres. and
6617 A. B. Dellenbarger Secy. personally known to me to be the same person..... whose name..... are subscribed to the foregoing instrument, appeared before me this day in

person, and acknowledged that .....he..... signed, sealed and delivered the said Instrument as their free and voluntary act, for the uses and purposes therein set forth.

Given under my hand Notarial seal this Eighth day of September A. D. 1910.

HERMAN G. REDWANZ
(Seal) *Notary Public.*

My Commission expires Dec. 15, 1910."

6618 WRIGLEY EXHIBIT 64: BUCK 63.

"AGREEMENT.

This Agreement entered into this 18th day of February, 1911, by and between Barbiere & Dellenbarger Company, a corporation of Illinois, party of the first part, Wm. Wrigley Jr. Company, a corporation of West Virginia, party of the second part, and Zeno Manufacturing Company, a corporation of Illinois, party of the third part, Witnesseth,

Whereas, the party of the first part has this day assigned to the party of the second part its entire right, title and interest in and to Letters Patent of the United States Nos. 968,109 and 968,110, each dated August 23, 1910, and Canadian Patents Nos. 129,644 and 129,645 dated December 6th, 1910; and,

Whereas, a contract was entered into between the parties of the first and third part, dated November 26th, 1909, and unrecorded conditional assignment was made on the 7th day of September 1910, whereby the U. S. Letters Patent herein mentioned were conditionally assigned to the party of the third part, and,

Whereas, the party of the third part has paid the party of the first part the sum of One Thousand Dollars ($1,000.) in part consideration, and,

Whereas, it is mutually understood between the parties of the second and third part the entire right, title and
6619 interest in and to all of said patents herein named shall be assigned, sold and transferred unto the party of the second part;

Now, Therefore, in consideration of the sum of One Thousand Dollars ($1,000.) heretofore paid the party of the first part, and in further consideration of the sum of Thirty-six Hundred Dollars ($3600.), the receipt of which is hereby acknowledged, paid by the party of the second part to the party of the first part, the said first party has executed four assignments, conveying its entire right, title and interest in the patents herein enumerated to the party of the second part, and in consideration of the sum of One Dollars ($1.) in hand paid by the party of the second part to the party of the third part, the said third party surrenders its optional rights, privileges and property as identified in the conditional as-

signment of September 7th, 1910, and the agreement of November 26th, 1909, to the party of the second part.

In witness Whereof, the respective parties have caused this instrument to be signed by their authorized officers and respective seals affixed hereto.

BARBIERE & DELLENBARGER COMPANY,
By C. E. DELLENBARGER,
President.

WM. WRIGLEY JR. COMPANY
By J. H. PATRICK
Secretary.

ZENO MANUFACTURING COMPANY
By A. G. COX
Secretary.

(Barbieri & Dellenbarger Company)
(Corporate)
(—1007—)
(Seal)
(Chicago Illinois)

7987 WRIGLEY EXHIBIT No. 64—BUCK 64

WRAPPING MACHINES PURCHASED FROM ALBERT M. PRICE, ELGIN, ILLINOIS

Invoice Date	Price's No.	Wrigley's No.	Type	Cost	Date Paid
Oct. 18, 1911	1	59	K	$1650.00	($825.00 10/20/11 ($825.00 12/12/11
Jan. 18, 1912	2	103	K	$1650.00	Jan. 19th, 1912
Jan. 23, 1912	3	104	K	1650.00	Jan. 29th, 1912
Feb. 2, 1912	4	105	K	1650.00	Feb. 12th, 1912
Feb. 14, 1912	5	106	K	1650.00	Feb. 21st, 1912
June 22, 1912	6	107	K	1650.00	June 27th, 1912
July 8, 1912	7	108	K	1650.00	July 19th, 1912
July 25, 1912	8	109	K	1650.00)	Aug. 2nd, 1912
July 25, 1912	9	110	K	1650.00)	
Sept. 4, 1912	10		K	1650.00	Sept. 12th, 1912
Aug. 9, 1912	11		K	1650.00	Aug. 28th, 1912
Feb. 15, 1913	12	16	KL	2500.00	Feb. 24th, 1913
May 16, 1913	13		KL	2500.00	May 16th, 1913
June 2, 1913	14		KL	2500.00	June 2nd, 1913
June 24, 1913	15		KL	2500.00)	June 26th, 1913
June 24, 1913	16		KL	2500.00)	
July 1, 1913	17		KL	2500.00)	July 11th, 1913
July 1, 1913	18		KL	2500.00)	
July 22, 1913	19		KL	2500.00	July 31st, 1913
Aug. 5, 1913	20	121	KL	2500.00	Aug. 13th, 1913
Aug. 20, 1913	21	122	KL	2500.00	Sept. 4th, 1913
Sept. 29, 1913	22	52	KL	2500.00	Oct. 7th, 1913
Oct. 27, 1913	23	124	KL	2500.00	Oct. 28th, 1913
Oct. 27, 1913	24	53	KL	2500.00	Nov. 4th, 1913
Oct. 27, 1913	25	126	KL	2500.00	Nov. 4th, 1913
Oct. 28, 1913	26	54	KL	2500.00	Nov. 10th, 1913
Oct. 28, 1913	27	128	KL	2500.00	Nov. 10th, 1913
Oct. 31, 1913	28	55	KL	2500.00	Nov. 10th, 1913
Nov. 3, 1913	29	73	KL	2500.00	Nov. 10th, 1913
Nov. 6, 1913	30	56	KL	2500.00	Nov. 25th, 1913
Nov. 10, 1913	31	132	KL	2500.00	Nov. 25th, 1913
Nov. 12, 1913	32	57	KL	2500100	Nov. 25th, 1913
Nov. 15, 1913	33	134	KL	2500.00	Dec. 2nd, 1913
Nov. 18, 1913	34	135	KL	2500.00	Dec. 9th, 1913
Nov. 20, 1913	35	136	KL	2500.00	Dec. 9th, 1913
Nov. 24, 1913	36	59	KL	2500.00)	
Nov. 24, 1913	37	22	KL	2500.00)	Dec. 16th, 1913
Nov. 28, 1913	38	139	KL	2500.00	Dec. 16th, 1913

Dec. 2, 1913	39	140	KL	2500.00	Dec. 16th, 1913
Dec. 5, 1913	40	61	KL	2500.00	Dec. 16th, 1913
Dec. 5, 1913	41	142	KL	2500.00	Dec. 16th, 1913
Dec. 11, 1913	42	62	KL	2500.00	Jan. 16th, 1914
Dec. 11, 1913	43	25	KL	2500.00	Jan. 16th, 1914
Dec. 12, 1913	44	63	KL	2500.00	Jan. 16th, 1914
Dec. 17, 1913	45	146	KL	2500.00	Jan. 20th, 1914
Dec. 17, 1913	46	64	KL	2500.00	Jan. 20th, 1914
Dec. 22, 1913	47	65	KL	2500.00	Jan. 26th, 1914
Dec. 22, 1913	48	149	KL	2500.00	Jan. 26th, 1914
Dec. 24, 1913	49	150	KL	2500.00	Jan. 29th, 1914
Jan. 2, 1914	50	66	KL	2500.00	Jan. 29th, 1914
Jan. 2, 1914	51	152	KL	2500.00	Feb. 3rd, 1914
Jan. 2, 1914	52	153	KL	2500.00	Feb. 3rd, 1914
Mar. 11, 1914	53	26	KL	2500.00	Apr. 11th, 1914
Mar. 24, 1914	54	27	KL	2500.00	Apr. 16th, 1914
Mar. 24, 1914	55	28	KL	2500.00	Apr. 21st, 1914
Mar. 28, 1914	56	29	KL	2500.00	Apr. 24th, 1914
Mar. 28, 1914	57	30	KL	2500.00	Apr. 29th, 1914
Apr. 3, 1914	58	31	KL	2500.00	Apr. 29th, 1914
Apr. 3, 1914	59	32	KL	2500.00	May 5th, 1914
Apr. 16, 1914	60	60	KL	2500.00	May 5th, 1914
Apr. 16, 1914	61	68	KL	2500.00	May 7th, 1914
Apr. 18, 1914	62	69	KL	2500.00	May 7th, 1914
May 22, 1914	63	70	KL	2500.00	June 25th, 1914
May 22, 1914	64	71	KL	2500.00	June 25th, 1914
May 27, 1914	65	33	KL	2500.00	July 6th, 1914
May 27, 1914	66	34	KL	2500.00	July 6th, 1914

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June 5, 1914	67	35	KL	$2500.00	July 16, 1914	
June 2, 1914	68	36	KL	2500.00	July 10, 1914	
June 5, 1914	69	37	KL	2500.00	July 16, 1914	
June 12, 1914	70	72	KL	2500.00	July 24, 1914	
June 12, 1914	71	73	KL	2500.00	July 24, 1914	
June 12, 1914	72	74	KL	2500.00	July 24, 1914	
June 26, 1914	73	38	KL	2500.00	Sept. 5, 1914	
June 26, 1914	74	39	KL	2500.00	Sept. 5, 1914	
July 2, 1914	75	40	KL	2500.00)		
July 2, 1914	76	75	KL	2500.00)	Sept. 5, 1914	
July 2, 1914	77	76	KL	2500.00)		
July 10, 1914	78	77	KL	2500.00)		
July 10, 1914	79	78	KL	2500.00)	Sept. 5, 1914	
July 10, 1914	80	41	KL	2500.00)		
July 16, 1914	81	79	KL	2500.00)	Sept. 5, 1914	
July 16, 1914	82	42	KL	2500.00)		
Apr. 21, 1916	1		KM	2750.00	May 3, 1916	
Aug. 14, 1916	2		KLM	2750.00	Aug. 21, 1916	
Aug. 14, 1916	3		KLM	2750.00	Aug. 28, 1916	
Aug. 17, 1916	4	4X	KLM	2750.00)		
Aug. 23, 1916	5	5X	KLM	2750.00)	Oct. 3, 1916	
Aug. 30, 1916	6	6X	KLM	2750.00)		
Sept. 5, 1916	7	7X	KLM	2750.00	Sept. 18, 1916	
Sept. 20, 1916	8	X8	KLM	2750.00)	Oct. 25, 1916	
Sept. 26, 1916	9	X9	KLM	2750.00)		
Oct. 11, 1916	10	X10	KLM	2750.00)		
Oct. 25, 1916	11	X11	KLM	2750.00)	Nov. 29, 1916	
Nov. 2, 1916	12	X12	KLM	2750.00)		
				$228,650.00		

Filed
Jan 7—192
At.....o'clock.....M.
John H. R. Jamar
Clerk

7989 STATEMENT OF PROFIT PARTICIPATION PAYMENTS
&
STATEMENT OF ROYALTY PAID TO
A. M. PRICE
FROM MAY 8TH, 1917 TO JANUARY 4TH, 1922.

Invoice Date	Amount of Invoice		Date Paid
May 1st, 1917	$4,200.00		May 8th, 1917
June 12th, "	4,200.00		June 14th, "
June 14th, "	2,100.00		June 14th, "
July 17th, "	7,875.00	($5,250.00	July 17th, "
		($2,625.00	Apr. 7th, "
Aug. 10th, "	3,500.00		Aug. 10th, "
Sept. 5th, "	875.00		Oct. 1st, "
Sept. 21st, "	7,000.00		Oct. 1st, "
Sept. 29th, "	1,750.00		Oct. 27th, "
Sept. 29th, "	1,750.00		Oct. 29th, "
Oct. 25th, "	1,750.00		Oct. 29th, "
Nov. 21st, "	4,053.42		Nov. 21st, "
Mar. 9th, 1918	9,625.00		Apr. 18th, 1918
Apr. 12th, "	13,125.00		Apr. 18th, "
Apr. 18th, "	4,896.99		Apr. 18th, "
Mar. 29th, 1919	1,600.00		Jan. 28th, 1919
Apr. 4th, "	1,600.00		Apr. 4th, "
Apr. 3rd, "	1,200.00		Apr. 4th, "
Apr. 3rd, "	800.00		Apr. 4th, "
Apr. 3rd, "	400.00		Apr. 4th, "
Apr. 18th, "	1,200.00		Aug. 19th, "
May 15th, "	400.00		Aug. 19th, "
May 15th, "	400.00		Aug. 19th, "
Sept. 2nd, "	8,000.00		Sept. 3rd, "
Sept. 13th, "	4,000.00		Sept. 15th, "
Sept. 20th, "	2,000.00		Sept. 24th, "
Oct. 4th, "	2,000.00		Oct. 9th, "
Sept. 27th, "	3,000.00		Oct. 9th, "
Oct. 11th, "	1,000.00		Oct. 15th, "
Oct. 18th, "	3,000.00		Oct. 23rd, "
Oct. 25th, "	4,000.00		Oct. 29th, "
Nov. 7th, "	3,000.00		Nov. 12th, "
Jan. 21st, 1920	1,200.00		Jan. 26th, 1920
Jan. 21st, "	2,800.00		Jan. 26th, "
Mar. 12th, "	2,800.00		Mar. 15th, "
Oct. 22nd, "	3,400.00		Oct. 22nd, "
June 27th, 1921	13,000.00		June 27th, 1921
July 29th, "	16,000.00		July 28th, "
Aug. 31st, "	10,000.00		Jan. 4th, "
Oct. 8th, "	12,000.00		Jan. 4th, 1922
	$165,500.41		

8166 WRIGLEY EXHIBIT No. 65—STANLEY 31.

STATEMENT OF NET SALES BY MONTHS FOR YEARS OF 1913 AND 1914

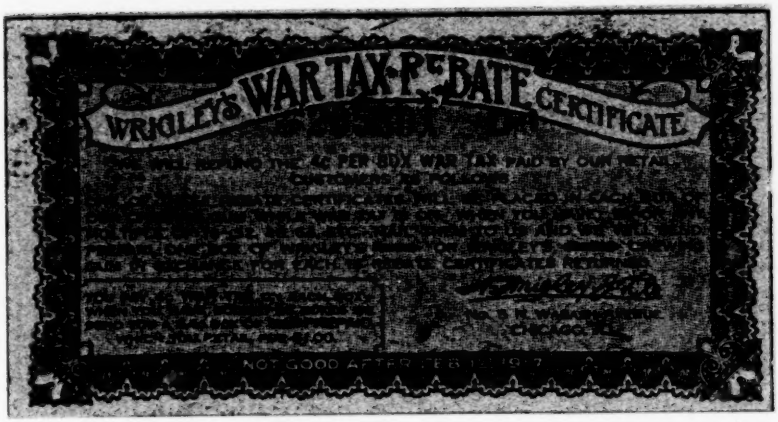
	1913	1914
January	$ 631,852.36	$ 567,958.62
February	567,563.31	418,075.48
March	611,059.74	564,976.20
April	717,034.47	674,058.96
May	746,242.53	767,247.88
June	780,291.00	755,373.77
July	793,529.60	738,112.86
Total for first Seven Months	$4,847,573.01	$4,485,803.77
August	$ 762,811.05	$ 692,904.34
September	759,575.43	948,605.74
October	1,231,436.31	761,928.66
November	874,862.27	667,989.17
December	496,879.82	451,304.39
Total for Last Five Months	$4,125,564.88	$3,522,732.30
Total for Year	$8,973,137.89	$8,008,536.07

WRIGLEY EXHIBIT 65—STANLEY 32
Offered, not admitted.

STATISTICS SHOWING DISTRIBUTION OF STATIONS OF THE UNITED CIGAR STORES AND THE UNITED PROFIT-SHARING CORPORATION WHERE WM. WRIGLEY JR. COMPANY COUPONS COULD BE REDEEMED IN 1918, USING THE 1920 U. S. CENSUS FIGURES

Col. 1	Col. 2	Col. 3	Col. 4		Col. 5	Col. 6	Col. 7
	No. of Cities	Population covered by Col. 2	No. of Redemption Stations		No. of Cities	Population covered by Col. 5	Population not covered by Redemption Stations—Col. 3 less Col. 6
Cities of 25,000 or more	287	43,390,162	213	In	193	38,650,616	4,739,546
Cities of 10,000 to 25,000	459	6,942,742	30	in	30	565,400	6,377,342
Cities of 5,000 to 10,000	721	4,987,692	No Stations		....	.....	4,987,692
Cities of 2,500 to 5,000	1,320	4,598,800	No Stations		....	.....	4,598,800
Cities of less than 2,500		45,791,224	1	in	1	1,397	45,789,827
		105,710,620	244	in	224	39,217,413	66,493,207

WRIGLEY EXHIBIT NO. 65—STANLEY 33.



8170 WRIGLEY EXHIBIT No. 70—EMERICH 1

NEW ISSUES OF PREFERRED STOCK ISSUED BY AMES, EMERICH & CO.

Company	Stock	Rate	Offering Price	Yield
	1914			
National Cloak & Suit Co.	Cum. Pfd.	7%	98	7.14
	1915			
Kansas Gas & Electric Co.	Cum. Pfd.	7%	100	7.00
Texas Power & Light Co.	Cum. Pfd.	7%	100	7.00
Utah Power & Light Co.	Cum. Pfd.	7%	100	7.00
	1916			
California Packing Co.	Cum. Pfd.	7%	102½	6.83
Otto Eisenlohr & Bros. Inc.	Cum. Pfd.	7%	98½	7.11
Fisher Body Corporation	Cum. Pfd.	7%	98	7.14
Goodyear Tire & Rubber Co.	Cum. Pfd.	7%	105	6.67
Jewel Tea Co.	Cum. Pfd.	7%	98½	7.11
Kelsey Wheel Co.	Cum. Pfd.	7%	100	7.00
Northern States Power Co.	Cum. Pfd.	7%	97½	7.20
J. M. Smyth Co.	Cum. Pfd.	7%	100	7.00
			Average	7.01
	1917			
H. W. Gossard Co.	Cum. Pfd.	7%	98	7.14
Hurley Machine Co.	Cum. Pfd.	7%	85¾	8.16
Simmons Co.	Cum. Pfd.	7%	95	7.37
Bethlehem Steel Corp.	Conv. Pfd.	8%	100	8.00
			Average	7.67
	1918			
Armour & Co.	Cum. Pfd.	7%	(Conversion for notes par for par)	

Filed Jan 7-1925 at__o'clock__M. John H. R. Jamar Clerk

8171 WRIGLEY EXHIBIT No. 71—STANLEY 1

Sheet 1

SUMMARY

July 28th 1914 to December 31st, 1914	$ 694.50
Year 1915	3,302.50
Year 1916	9,265.60
Year 1917	70,004.12
January 1st, 1918 to November 12th, 1918	108,000.90
Total	$191,267.62

8172 Sheet 2

Kings Information Bureau	$ 15.00	
Switchmen's Union of North America	15.00	
Standard Opinion, 1 Years Advertising	60.00	
United Commercial Travelers	5.00	
Miss Laura Ramsey, Ad in Cook Book	2.50	
Store News	15.00	
The National Ass'n. of Traveling Men	50.00	$ 162.50
September 1914		
Chicago Business Agents, Ad in Program	$ 25.00	
Apothecary Publishing Company	12.50	37.50
October 1914		
Union Labor Advocate	$ 52.00	
Chicago Band Association	100.00	
International Ass'n. Boiler Insp. Ad	25.00	
Illinois National Guard	50.00	227.00
November 1914		
National Wholesale Druggists Ass'n.	$ 20.00	
J. S. Brown Mercantile Company	25.00	
Modern Home Maker, Ad in Program	10.00	
United Commercial Travelers, Ad in Prog.	12.50	67.50
December 1914		
Belgian Food Relief	$ 100.00	
S. O'Donnell, Trades Union Edition	100.00	200.00
Total Year 1914		$ 694.50

8173 Sheet 3

January 1915		
Chicago Band	$ 10.00	
Confectioners Ben. Association	25.00	
Chicago Society of Nurses, Ad. in Direc.	15.00	
Federation of Nebraska Retailers	10.00	$ 60.00
March 1915		
Chicago Ass'n. of Drug Clerks	$ 10.00	
Soda Dispensers	5.00	15.00
April 1915		
Druggists Cocked Hat League	$ 10.00	10.00
May 1915		
Battery "B" House Fund	$ 100.00	
Chicago Association of Commerce	50.00	
Chicago Grocers & Butchers Ass'n.	3.75	
Press Club of Chicago	50.00	
Retail Merchants Association	25.00	228.75
June 1915		
The Fair Employees Benefit Ass'n.	$ 1.50	
R. H. Donelly, 11th Annual Com. Fund	1,000.00	
Jobbers Confectionery Ass'n.	10.00	
Switchmen's Union of North America	5.00	1,016.50
July 1915		
Chicago Band Association	100.00	
Eastland Relief Fund	1,000.00	
Chicago Retail Druggists Ass'n.	6.25	
The Harrisburg Grocers	5.00	1,111.25
October 1915		
J. L. Houghteling Jr. Treas.	500.00	
Pen Club of Chicago	100.00	600.00
November 1915		
Chicago Band Association	10.00	
Illinois National Guard	25.00	
International Ass'n. of Yard Masters	15.00	
S. U. of N. A.	10.00	
Travelers Protective Association	100.00	160.00
December 1915		
Chicago Building Trade Council	100.00	
Chicago Association of Drug Clerks	1.00	101.00
Total Year 1915		$ 3,302.50

8174 Sheet 4

January 1916		
Mrs. J. H. Riemenschneider	3.50	
Retail Merchants Association	10.00	$ 13.50
February 1916		
National Whole Druggists Ass'n.	$ 20.00	
Retail Merchants Association	10.00	
Buckhannon Publicity Bureau	3.00	
Confectioners Ben. Association	25.00	58.00
March 1916		
Travelers Protective Association	$ 100.00	
Twohy-Ermon Mercantile Company	10.00	110.00
April 1916		
Second Inf. Illinois National Guard	$ 50.00	
Brotherhood of Railroad Trainmen	5.00	55.00
May 1916		
Tyler Grocery Company	$ 25.00	
Chicago Grocers & Butchers Ass'n.	3.75	
American National Red Cross	25.00	
American Defense Society	100.00	
American Fund of French Wounded	20.00	
Ad Men's Club of Lynchburg	30.00	
Truck Drivers & Chauffeurs Union	5.00	208.75
June 1916		
J. W. Gosby	100.00	
Military Tournament	100.00	
Illinois National Guard	1,000.00	
The Fair Picnic	2.50	
Battery "B"	100.00	
Jobbing Confectioners Association	10.00	
American National Red Cross (Wrigley)	5,000.00	
Ithica Retail Grocers Association	15.00	6,327.50
July 1916		
Battery "C"	2,096.60	
8th Regiment Field Day	50.00	
Brodas & Gheens	15.00	
Chicago Retail Druggists Ass'n.	6.25	
Chas. Illfield Company	15.00	2,182.85
August 1916		
St. Louis Drug Club	100.00	
St. Mary of the Angels	20.00	120.00
September 1916		
Salvation Army	5.00	5.00
Carried Forward		$ 9,080.60

8175 Sheet 5

October 1916		
Retail Grocers & General Merc. Ass'n.	$ 10.00	
Nebraska Merchants	10.00	
Chicago Building Trade Council	100.00	
Confectionery Employees Ben. Ass'n.	10.00	$ 130.00
November 1916		
Chicago Band Association	10.00	
Chicago Society of Nurses Directory	25.00	
H. G. Hill Grocery & Baking Company	10.00	
S. U. of N. A.	10.00	55.00
Total Year 1916		$ 9,265.60
January 1917		
National Foreign Trade Council	$ 5.00	
H. J. McFarland, Ath. Carnival Ill. N. G.	25.00	
J. H. Ryans Drug Clerks	2.00	
United Commercial Travelers	25.00	
American Mfg. Export Ass'n.	5.00	
Cedar Rapids Commission Company	6.00	
Noyes Bros. & Cutler Company	20.00	
Souvenier Comm. U. C. T.	25.00	
Salvation Army	10.00	$ 123.00
February 1917		
Kentucky Pharmaceutical Ass'n.	25.00	
Military Training Camp Ass'n.	500.00	
Retail Merchants Association	50.00	575.00
March 1917		
Military Training Camp Ass'n.	500.00	
Retail Merchants Association, Montana	10.00	
" " " South Dakota	20.00	530.00
April 1917		
Brotherhood of Railroad Firemen	5.00	
City Salesmen Association	5.00	
Cincinnati Confectionery Ass'n.	30.00	
Blind Relief War Fund	5.00	
Elevator Operators & Starters	1.50	
National Confectioners Ass'n.	35.00	81.50
May 1917		
Artists Red Cross Benefit	100.00	
J. T. Stockton, Citizens Uniform Com.	34.50	
Illinois National Guard	25.00	
National Ass'n. of Drug Clerks	4.00	
American Red Cross	183.00	346.50
Carried Forward		$ 1,656.00

8176 Sheet 6

Brought Forward		$ 1,656.00
June 1917		
McCuski & Albert	$ 100.00	
Rev. C. L. Miller	20.00	
Major Wm. J. Guard, I. N. G.	100.00	
Salvation Army	15.00	
Northern Ohio Druggists	20.00	
C. H. Ann, Charleston Tornado Fund	10.00	
C. C. Griffith, Ball & Bat Fund	1.00	
Detroit Jobbing Confectioners Ass'n.	10.00	
American Mfg. Export Association	50.00	
Jobbing Confectioners Ass'n.	10.00	
National Association of Drug Clerks	.60	336.60
July 1917		
Red Cross	8,333.37	
Illinois Vigilance Association	100.00	
Chicago Band Association	200.00	
Valmora Sanatarium	200.00	
Maine Pharmac. Association	5.00	
Minnesota Retail Grocers	10.00	
Red Cross	50.00	
A. H. Kreidler & Bros. Grocer Picnic	10.00	
Illinois Manufacturers Ass'n.	10.00	
National Grocery Company	5.00	
Red Cross Base Ball Fund	2.00	8,925.37
August 1917		
Red Cross	8,333.33	
Brotherhood of Freight Handlers	2.50	
National Druggists Association	150.00	
Red Cross	100.00	
First Reg. Illinois Engineers	25.00	
Safety First, Ad in Daily	200.00	8,810.83
September 1917		
Red Cross	8,333.33	
Policeman's Benevolent Ass'n.	50.00	
Illinois Training Camps Fund	100.00	
The Polish Publishing Company	50.00	
National Surgical Dressing Comm.	25.00	
Chicago Library War Fund	500.00	
Navy Relief Society	5.00	
Geo A. Paddock, 342nd Inf. for Books	100.00	9,163.33

October 1917		
Red Cross	8,333.33	
Army Relief Society	500.00	
Ed J. Brundage, 23rd Ward Org. Drftd. Men	100.00	
Traveling Mens Day Comm.	50.00	
Illinois Volunteers	100.00	
United Comm. Travelers of America	50.00	9,133.33
November 1917		
Red Cross	8,333.33	
Y. M. C. A. War Fund	15,000.00	
Capt. M. H. McNabb	100.00	
National Confectioners Ass'n.	25.00	
S. U. of N. A.	10.00	
National Wholesale Druggists Ass'n.	20.00	23,488.33
Carried Forward		$61,513.79

8177 Sheet 7

Brought Forward		$61,513.79
December 1917		
Red Cross	8,333.33	
Chicago Bldg. Trades Council	100.00	
K. of C.	50.00	
Chicago Association of Drug Clerks	2.00	
Brotherhood of Freight Handlers	5.00	8,490.33
Total Year 1917		$70,004.12
January 1918		
Red Cross	$ 8,333.33	
Patriotic Food Show Comm.	150.00	8,483.33
February 1918		
Red Cross	8,333.33	
Y. M. C. A.	1,000.00	
Confectioners Ben. Ass'n.	10.00	
C. L. Hutchinson, War Saving Comm.	500.00	
Women's Council of Nat'l. Defense	100.00	
War Recreation of Illinois	500.00	
Earthquake in Guatemala	1,000.00	11,443.33
March 1918		
Red Cross	8,333.33	
Navy Relief Society	50.00	
Military Affairs Comm. of Illinois	500.00	
Employees Association of Chicago	100.00	8,983.33

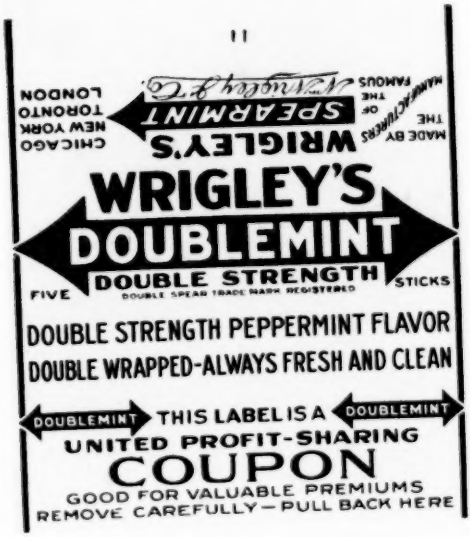
April 1918		
Red Cross	8,333.33	
National Foreign Trade Council	10.00	
National Confectioners Ass'n.	200.00	
3rd Reg. Illinois Militia	200.00	
State Council of Defense Battery "B"	100.00	
Jobbing Confectioners Ass'n.	100.00	
State Council of Defense	1,000.00	
Firemen's Mutual Aid	200.00	
K. of C.	1,000.00	
K. of C.	30.00	11,173.33
May 1918		
Red Cross	8,333.33	
F. O. Wetmore	100.00	
2nd. Infantry Illinois R. M.	15.00	
Red Cross Campaign Comm.	10,000.00	
St. Louis Confectioners Jobbing Ass'n	25.00	
Illinois Volunteer Training Camps	50.00	
Second Red Cross Campaign	20,000.00	38,523.33
June 1918		
The Fair Employees Ben. Ass'n.	3.75	
Cook Co. State Council of Defense	500.00	
Ball & Bat Fund	20.00	
Second Red Cross Campaign	20,000.00	
H. K. Chaplin, National Home Guard	50.00	
Business Men Ass'n., Homestead, Pa.	50.00	
Forwarded	$20,583.75	

8178 Sheet 8

Brought Forward	$20,583.75	78,606.65
June 1918 (Cont'd.)		
G. G. Biehman, Treas. A. P. L.	200.00	
Chicago Band Association	100.00	
Soldier Athletics	100.00	
United Charities	100.00	
Third Regiment Illinois R. M.	5.00	
Salvation Army	25.00	
American Export Association	50.00	
The Roycrofters	8.00	
Allied Labor Organization Picnic	5.00	$21,176.75

July 1918		
Salvation Army	5.00	
Overseas Athletics	200.00	
Geo. Ade for Red Cross	50.00	
American Protective League	50.00	
Salvation Army	1,000.00	
Military Training Camps	5,000.00	
National Confectioners Ass'n.	100.00	6,405.00
August 1918		
American Protective League	50.00	
3rd Regiment Illinois R. M.	250.00	
4th Regiment Illinois R. M.	50.00	
Volunteers of America	10.00	
Daily News Field Day	100.00	
War Exposition	50.00	510.00
September 1918		
National Ass'n. of Manufacturers	50.00	
American Protective League	50.00	
Policemen's Benevolent Ass'n.	75.00	
Illinois Centenial	200.00	375.00
October 1918		
Robert Upham, Protective League	50.00	
American Security League	500.00	
Audit Bureau of Circulation	60.00	
Illinois Manufacturers Ass'n.	25.00	635.00
November 1918		
Associated Advertising Clubs	100.00	
American Protective League	50.00	
Chicago Band Association	10.00	
War Relief Club	60.00	
Glenn & Company, Magazine	12.50	
War Relief Club	60.00	292.50
Total Year 1918		$108,000.90

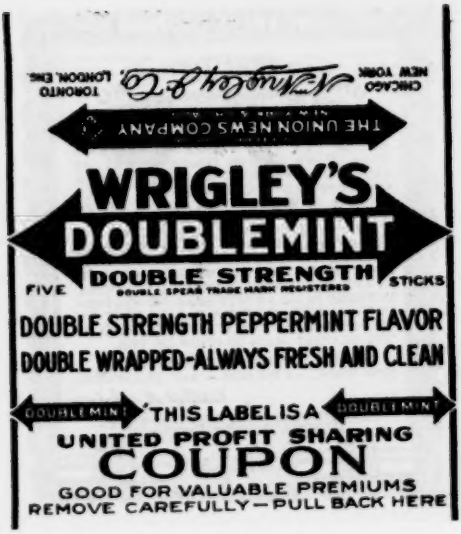
WRIGLEY EXHIBIT NO. 72.



WRIGLEY EXHIBIT NO. 79.



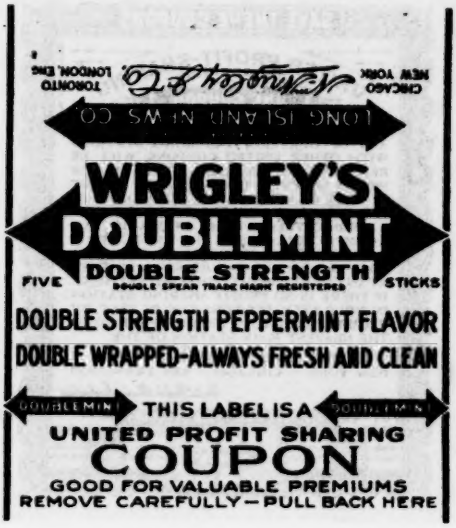
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WRIGLEY EXHIBIT NO. 81.



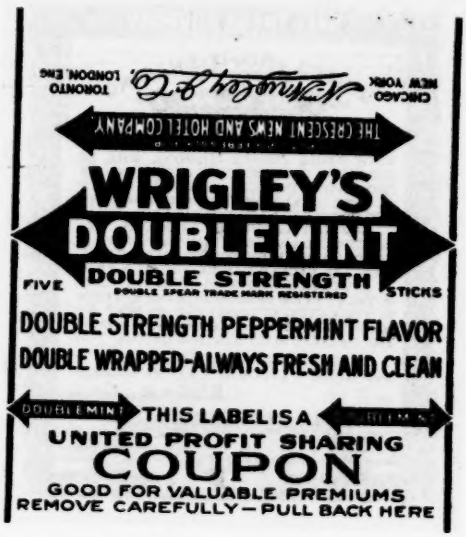
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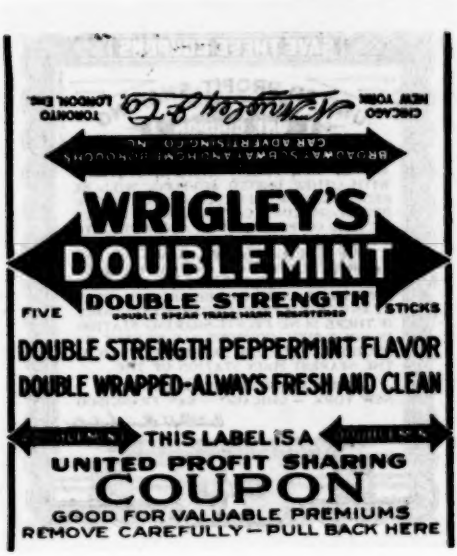
WRIGLEY EXHIBIT NO. 83.



WRIGLEY EXHIBIT NO. 84.



WRIGLEY EXHIBIT NO. 85.



WRIGLEY EXHIBIT NO. 86.



WRIGLEY EXHIBIT NO. 87.



WRIGLEY EXHIBIT NO. 88.



WRIGLEY EXHIBIT NO. 89.



WRIGLEY EXHIBIT NO. 90.



WRIGLEY EXHIBIT No. 91

Period	Domestic Sales		Foreign Sales		Total Sales	
	Boxes	Amount	Boxes	Amount	Boxes	Amount
July 28 to Dec. 31–14	16,394	$ 8,024.80		$	16,394	$ 8,024.80
Jan. 1 to Dec. 31–15	66,701	34,611.20	3,010	1,327.88	69,711	35,939.08
Jan. 1 to Dec. 31–16	77,414	40,099.80	6,564	2,716.00	83,978	42,815.80
Jan. 1 to Dec. 31–17	91,095	47,548.20	18,590	6,593.93	109,685	54,142.13
Jan. 1 to Aug. 24–18	68,048	37,306.50	58,015	26,668.31	126,063	63,974.81
Aug. 25 to Oct. 4–18	19,090	10,491.25	45,050	20,823.50	64,140	31,314.75
Oct. 5 to Nov. 12–18			89,860	41,949.08	89,860	41,949.08
Total	338,742	$178,081.75	221,089	$100,078.70	559,831	$278,160.45

Offered, not Admitted
Re-offered and admitted (p. 6992.)

1 WRIGLEY EX. 92 BENNINGTON 1.

Filed Jan 7-1925 John H. R. Jamar Clerk.

(Letter Head of Ernest Reckitt & Company Chicago, Ill.)
William Wrigley, Jr. Company.
400 N. Michigan Ave.,
Chicago, Illinois.

Wrigley v. *Larson.*

Gentlemen:

Under a decree of the District Court of the United States, entered October 14th, 1918, the William Wrigley, Jr. Company was ordered to file an account showing all the gains and profits made by it from the manufacture and sale of Doublemint gum in a certain enjoined dress (as contra-distinguished from the other brands of gum made by it) from July 28th, 1914, the date at which it was first sold, up to November 12th, 1918, the date upon which the terms of the decree as to change of dress were fully complied with.

Such an account was duly filed by the Wrigley Company with the Hon. Charles B. Morrison, Master in Chancery, which account showed a loss during the entire period of $272,627.53.

The Master in Chancery appointed Messrs. Marwick, Mitchell, Peat & Company, Public Accountants, to examine the Books and Records of the William Wrigley, Jr. Company, for the purpose of advising him as to whether the account, as filed by that Company was accurate, and to give him the benefit of their criticisms generally in regard to the whole matter of the accounting. Their report dated June 17th, 1920 was filed.

2 Authority was subsequently also granted by the Master to Messrs. Touche, Niven & Company, a firm of Public Accountants, acting on behalf of L. P. Larson, Jr. Company to examine the Books of Account of the William Wrigley, Jr. Company and the account as filed with the Master. They rendered a report dated October 25th, 1921, which has been introduced as Larson's Exhibit #132 in the case whereby they claim that "exclusive of interest accruing to L. P. Larson, Jr. Company on profits retained by the William Wrigley, Jr. Company, and exclusive also of the Goodwill or residual value of advertising, etc., the profits on sale of Doublemint during the period were $2,840,528.74."

Testimony by Mr. Freeman, a former partner in Touche, Niven & Company, has also been introduced (See Larson's Exhibit #145a and 151) whereby it is claimed that when the residual value of advertising has been brought into account, the profits from Doublemint shown by the Touche, Niven & Company report should be further increased to the extent of $940,484.68, using 6% interest on Invested Capital in his calculation or $862,718.61, using 7% interest.

At your request, we have carefully studied the criticisms of your account by both Marwick, Mitchell, Peat & Company, and Touche, Niven & Company, and have perused the testimony in regard to accounting matters contained in the record of the case and have now prepared a revised account correcting certain errors of principle and clerical mistakes pointed out by the other two firms of accountants and also making certain other corrections which we consider should be made in order that the account may be accurate. This account which shows a net loss for the accounting period of $691,560.76, (before considering Donations as an expense), we now submit as Exhibit "A." The amounts charged in your Books of Account as "Donations," but which are in your opinion of such a character as to justify their being considered as expenses properly chargeable in the Doublemint Accounting are shown in summarized form in Exhibit "A1."

3 In submitting our report we wish to make it clear that where figures contained in the account filed by you with the Master have not been criticised by the other two firms of Accountants, either as to their clerical accuracy or as to the theories upon which they have been arrived at, we have adopted them in the preparation of our revised account without verification or criticism, except as specifically mentioned in the following report.

We found the Books of Account kept by you to be such as are customary in Manufacturing businesses and that while your general accounts do not show a segregation of the income and expenses assignable to each brand of gum dealt in, subsidiary records have been maintained from which such information can be accurately computed.

It is, of course, understood that the profits and losses of the Canadian and Australian Companies derived from Doublemint are not included in the figures submitted by ourselves herein, or heretofore submitted by the other two firms

of accountants, or by yourselves in the filed account now under consideration.

Note:

Throughout this report and in the Statements attached, thereto, where we make reference to "the filed account" we mean the accounts filed by the William Wrigley, Jr. Company with the Master on December 3rd, 1918, December 10th, 1918, and March 6th, 1919, a summary of which is shown as Exhibit "E," on page 22 of the report of Marwick, Mitchell, Peat & Company, dated June 17th, 1920. Where we make reference to "the revised account," we mean Exhibit "A" of this report and the attached Statements supporting it.

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4 The following shows in parallel columns against each caption of Income and Expenses, the figures as per your original and supplementary account, as per Touche, Niven & Company's report and those as per our revised account:

	Per Wrigley Co. Statement	Per Touche, Niven & Co. Statement	Per Statements Attached
Sales	$8,917,286.90	$8,917,286.90	$8,917,286.90
Cost of Sales	3,764,597.58	3,764,597.58	3,764,597.58
Gross Profit	$5,152,689.32	$5,152,689.32	$5,152,689.32
Expenses:			
Advertising	$2,794,651.76	$1,017,183.59	$2,872,844.43
Amount paid for United Profit Sharing Coupons	330,320.71	332,885.56	332,946.71
Contingent Liability for Unredeemed United Profit Sharing Coupons	317,581.15	98,580.79	314,252.03
Cost of Printing United Profit Sharing Coupons	6,334.86	6,915.30	7,453.38
Loss on Sale of Merchandise with Doublemint	38,166.27	12,258.41	12,258.41
Interest on Capital Invested	306,345.38	.....	304,489.89
Interest on Capital Invested in Patents and Patent Rights	49,181.15	.....	52,804.27
Interest on Goodwill	.....	.....	290,454.91
Depreciation of Patents and Patent Rights	64,267.43	.....	64,267.43
Loss by Fire at Belize	1,700.30	.....	1,700.30
Overhead Expenses	952,833.95	844,336.93	969,669.35
Total Expenses	$4,861,382.96	$2,312,160.58	$5,223,141.11
Operating Profit or *Loss*	$ 291,306.36	$2,840,528.74	$ *70,451.79*
Deduct:			
Federal Income and Excess Profits Taxes	563,933.89	.....	621,108.97
Net Profit or *Loss*	$ *272,627.53*	$2,840,528.74	$ *691,560.76*

In Exhibit "B" the differences between each of the three accounts summarized above are shown in respect of each group of expense, and in the following paragraphs we discuss each of these groups of expenses seriatim:

5 Advertising.

In our opinion the proper method for allocating the cost of Advertising among the brands of gum advertised is to do so, as far as possible, in proportion to the relative degree of conspicuousness of the different brands in the advertising matter displayed.

To apportion advertising expenses amongst the various brands of gum on the basis of their relative sales, would, in our opinion, be unsound from an accounting standpoint, and is not called for by the language of the decree.

Copies of the advertising matter put out by you during the accounting period are on file in your office. The contracts with newspapers and other publications, bill posters and street car companies are likewise on file, as are also the invoices, shipping records and other data relating to advertising, and the information contained in these documents can be and has been linked up in such a way as to show just what advertising matter was displayed during the accounting period, the cost of same and the proportion thereof used in featuring Doublemint.

Each advertisement has been measured and its cost allocated according to the proportionate amount of space occupied by the packages, logotypes and the special language relative to each of the brands advertised, with the result that the total amount thereof, chargeable to Doublemint during the accounting period has been found to be $2,207,305.47, and has been included at that amount in our revised account (See Exhibit "A"), with further groups of advertising expenses added thereto as follows:

6

	As per Filed Account	As per Revised Account
Newspapers	$ 649,411.04	$ 784,966.80
Bill-Posting	453,270.60	488,546.80
Painted Walls and Electric Signs	258,939.08	250,416.48
Street Cars	625,219.80	586,787.58
Advertising Material	103,599.54	96,587.81
Total "Measured Space"	$2,090,440.06	$2,207,305.47
Miscellaneous Advertising, Matches, Etc.	69,216.29	68,448.49
Foreign Advertising	45,677.14	1,805.91
Detail Men	174,028.12	174,028.45
Sampling Campaign	301,117.83	308,219.51
Donation of Doublemint	12,508.35	13,097.09
War Tax Reate Certificates	97,183.23	99,939.51
Clerical Errors	4,480.74	.....
	$2,794,651.76	$2,872,844.43
Revision as per Stanley and Wrigley Exhibit 65	52,199.34	.....
	$2,846,851.10	$2,872,844.43

Except as to the "measured space" group, the advertising expenses have been included by us on the same theories as in the accounts heretofore filed by you with the Master, though certain relatively small changes have been made in the figures to correct clerical errors and omissions. The difference in Foreign Advertising is due to the fact that in the revised account almost all of this has now been grouped under "Newspapers."

The measurement of the Advertising matter and the compilation of the foregoing figures has been made by your employes, under the direction of Mr. Stanley. We concur in the theory on which the calculations have been made, and by selective tests have satisfied ourselves that the information is available for making and also checking them.

In making the calculations the Company's employes have slightly altered the method adopted by them in arriving at the charge for "measured space" in the account heretofore filed. In that account, the advertising expense charged against Doublemint wae $2,794,651.76.

7 This, as regards "measured space," was arrived at by allocating to Doublemint the space occupied by the Doublemint package or logotype, and the text referring only to Doublemint; the text applying with equal force to all the brands named in the advertisement where two or more brands appeared in the same advertisement, having been spread equally over the brands advertised. It will be no-

ticed that the method adopted in our revised account differs from that used in the account heretofore filed, simply in that the matter applying equally to all the brands in an advertisement has been allocated in proportion to the space occupied by the package, logotype and special text applicable to each brand, instead of being spread equally amongst the brands appearing in the advertisement.

Were the method of allocation used in the account heretofore filed to be followed in our revised account, an increase of $52,199.34 in the amount chargeable to Doublemint would have to be made in order to correct errors and changes in classification discovered since the filing of the account.

Counsel for the Larson Company claims that the proportion of advertising expenses applicable to the trade-name should not be considered as expenses for the purpose of the Doublemint accounting, and in this connection has introduced the testimony of Mr. Freeman, to the effect that "institutional advertising," as he terms it, has a carry-over, or residual value which can be measured by the increase in the value of goodwill during the accounting period. Freeman has introduced as Exhibit #145a, a calculation whereby he undertakes to fix the value of this increase in Goodwill at $5,498,970.00, or $5,003,960.00, according to whether 6% or 7% on Invested Capital is allowed in making his calculation. He then proceeds to show by Larson's Exhibit #151 that by deducting this value assignable to Goodwill created during the accounting period from the total advertising expenses incurred during the accounting period (including therein U. P. S. Coupons, redemptions and reserves for same), as corrected per Touche, Niven & Company's report, and then apportioning the balance remaining over the different brands of gum in proportion to the total sales of each (including merchandise) during the accounting period, the advertising expenses chargeable against Doublemint would be diminished to the extent of $2,933,807.92 on a 6% basis, or $2,856,041.85 on a 7% basis as compared with the account heretofore filed by you and diminished to the extent of $940,484.68 on a 6% basis or $862,718.61 on a 7% basis as compared with the figures used by Touche, Niven & Company in their report.

We entirely disagree with the theory on which Exhibit #151 is prepared. So many factors other than advertising enter into the creation of Goodwill that to attempt to measure the residual value, if any, of the Advertising Ex-

penses incurred during the accounting period at its end by the value of the Goodwill created during the accounting period is in our opinion illogical and indefensible. The value assignable to any Goodwill which inheres in the Wrigley Company's business has been created by the good quality of gum produced, the efficiency of the Company's manufacturing and selling organization and the wisdom of the general business policy followed; Advertising is only one out of a great many other activities of the Company's selling organization.

We also wish to go on record as disagreeing with the basis upon which Larson's Exhibit #145a has been prepared. The matter is, however, discussed later on in this report under the caption of "Interest on Goodwill."

9 Touche, Niven & Company set up as Exhibit "O," a statement showing that (on the assumption that 50% of the amount expended for advertising each year should be regarded as expenditures made for the purpose of building up trade-names and Goodwill, and that the benefits derived therefrom would extend over a period of three years, subsequent to the time the expenditures were made, an assumption which they state they consider reasonable) the amount of Advertising to be taken up during the accounting period chargeable to Doublemint based on the proportion of Doublemint sales to all sales would be $874,860.31. They do not incorporate this calculation in their statement of profits, but merely present it to show what would happen were this theory adopted. We do not concur in this theory. Touche, Niven & Company's calculation, moreover, entirely disregards the fact that on their own theory they should have brought into the accounting period some of the advertising expenses incurred prior to the accounting period. We submit herewith as Statement #2 a calculation showing that had this been done, and the rest of the Touche, Niven & Company's theory as set out in Exhibit "O" to their report been left unchanged, the amount chargeable to Doublemint would have aggregated $1,018,976.90, instead of $874,860.31 as claimed by them.

We would draw attention to the fact that in Touche, Niven & Company's Exhibit "O," the residual value of Advertising Expenses relating to all brands of gum at the end of the accounting period which they state they consider it would be reasonable to carry forward as expense properly chargeable against subsequent sales, is stated to be $857,741.14 (of

which Doublemint's proportion would be of course, a much smaller sum), whereas Mr. Freeman testifies that the residual value of Institutional Advertising can be measured by the increase in the value of Goodwill during the accounting
10 period, and which by Larson's Exhibit #145a he undertakes to value at $5,498,970.00, if 6% interest on Invested Capital is used in his calculation, and $5,003,960.00 if 7% interest is used.

It must be borne in mind that the injunction put an end to the advertising of Doublemint in the "dress," which it is claimed by the Larson Company induced the public to purchase it. It is evident, therefore, that by reason of the enforced change of color scheme in its Doublemint Advertising subsequent to the accounting period, the Wrigley Company was temporarily at least under a disability in that it had to familiarize the public with the change and create a demand for its Doublemint gum in the new dress. In this particular, therefore, the advertising during the accounting period was a detriment rather than an advantage as regards the creation of future sales for Doublemint gum.

Amount Paid For United Profit Sharing Coupons.

The corrections suggested by Touche, Niven & Company in this regard have been made and full particulars in regard to same are set out in Statement #3, together with several other small corrections aggregating $61.15.

Contingent Liability For Unredeemed United Profit Sharing Coupons.

Certain clerical errors made by you in the preparation of the filed account and some of which were pointed out by Touche, Niven & Company in their report, have now been corrected (See Statement #4).

The reserve is, however, included in our revised account on the same theory as that upon which it was calculated in the filed account; namely, on the supposition that 50% of the coupons issued will ultimately be presented for redemption.
11 Touche, Niven & Company have in their account set up the reserve on the assumption that only 33 1/3% of the coupons issued will eventually be presented for redemption. This percentage is arbitrary and the arguments pre-

sented by them in support of it, in our opinion, are inconclusive.

Marwick, Mitchell, Peat and Company in their report (see bottom page 139 and 140 thereof) suggest that the Wrigley experience in this matter is of too short a duration to allow of any estimate of the liability for unredeemed coupons being based on it alone, and that the experience of others should have consideration. In this conclusion of Marwick, Mitchell, Peat and Company we entirely concur. Moreover, in our opinion, the abnormal business conditions existing during the accounting period which practically covered the duration of the late War also make the Wrigley Company's redemption experience worthless as an indication of what their future experience in this regard will be.

For convenience we submit herewith as Statement #5 a table showing the amount to be reserved at the end of the accounting period to cover future redemption of coupons issued with Doublemint during the accounting period, assuming redemptions to range anywhere from 33 1/3% to 75%.

Cost of Printing United Profit Sharing Coupons.

Touche, Niven & Company, in Exhibit "F" of their report, make certain corrections in the figures used under this caption in the filed account. These corrections have now been made in the attached Statement #6. Touche, Niven & Company's corrections result in decreasing Doublemint profits to the extent of $580.44. Statement #6 also corrects clerical errors in the filed account discovered by us, which further decreases the profits of Doublemint to the extent of $538.08.

12 Loss on Sale of Merchandise With Gum.

In the attached Statement #7, errors pointed out by Touche, Niven & Company, (Pages 16 and 38 of their report) are corrected, and as a result the expense chargeable to Doublemint under this caption is reduced to the extent of $25,907.86, as compared with the figures included in the filed account.

Interest on Capital Invested.

As to whether or not interest on capital invested is a proper charge in this accounting and if so what rate should be employed, is in the main a legal question.

In the accounts heretofore filed, the Wrigley Company have included as an expense chargeable against Doublemint, interest on Invested Capital. The interest was calculated at the rate of 7%, and Doublemint assigned its proportion calculated on a production basis.

We do not agree with the basis on which the amount of total invested capital was arrived at in making this computation, and as Statement #8, we submit herewith an amended calculation as to the average capital invested during each part of the accounting period. It will be noted that we define invested capital, for the purpose of this calculation, as being the capital stock and surplus of the Wrigley Company, less the book values of Goodwill, Patents, Investments in the Canadian and Australian Companies, and such assets as were not employed in the manufacture or sale of gum.

In Statement #9, we show the amount of interest chargeable against Doublemint during the accounting period, calculated at 7%, using the revised capital invested figures as set out in Statement #8. It will be noted that as compared with the accounts heretofore filed by the Wrigley Company, our revised figures result in a diminution of the interest charge to the extent of $1,855.49.

13 Marwick, Mitchell, Peat & Company (see pages 160-166 of their report), while not undertaking to pass upon the legal question as to the propriety of the interest charge in the Doublemint accounting, approve the manner in which the Wrigley Company has apportioned interest between Doublemint and other brands in its filled account, but criticize the rate of interest used, and also the manner in which invested capital is determined.

Touche, Niven & Company disallow the interest charge for reasons as stated on Pages 16 to 18 of their report.

Interest on Capital Invested in Patents and Patent Rights.

The same legal question as to the propriety of an interest charge in the Doublemint accounting arises in connection with patent rights as it does in connection with other invested capital.

Touche, Niven & Company object to this charge (see Page 18 of their report).

Marwick, Mitchell, Peat and Company (Pages 167 to 170 of their report) state that, assuming that the charge is of a proper nature in the Doublemint accounting, the Wrigley

Company has done itself an injustice by making its computations on the depreciated value at the end of each period instead of on the average investment during each period.

The book value assigned to patents in the Wrigley Company's books is $1,500,000.00. These patents, etc., were acquired from the Zeno Manufacturing Company, together with all of its other assets, for a lump sum consideration and the separate value then assigned to the patents was, therefore, necessarily arrived at on an arbitrary basis. The Wrigley Company has prepared and submitted for our scrutiny statistics as to the savings in cost of manufacture effected by the use of these patents since the date at which it acquired them. We have not checked these calculations, but the savings shown thereby amply justify the capital value at which the patents are carried on the Company's Books of Account. These statistics were offered in connection with the testimony of Nelson L. Buck.

14 As Statement #10 we submit herewith a calculation showing the amount chargeable against Doublemint calculated on the same basis as that made in the accounts heretofore filed by the Wrigley Company, except that we have used the average investment in patents during each period instead of the depreciated value at the end of each period, and have incorporated these figures in our revised account. The result of our revision is to increase the interest chargeable against Doublemint as compared to that included in the accounts heretofore filed to the extent of $3,623.12.

Interest on Goodwill.

No charge has been made against Doublemint profits in respect of Interest on Capital Invested in Goodwill in the account heretofore filed by the Wrigley Company. The Company is, however, carrying on its Books of Account an Investment of $6,000,000.00 for Goodwill and for which it issued a like amount of common stock. The Company issued stock of face value of $7,500,000.00 for Goodwill, Patent Rights, and other Intangibles; the value of the patents and patent rights being subsequently fixed at $1,500,000.00, thus leaving $6,000,000.00 as the value attributable to Goodwill. In our opinion interest should be charged as an expense in the Doublemint Account on the value of this investment, if it is to be allowed on tangible invested capital.

Marwick, Mitchell, Peat & Company (See page 170 of their

report) also raise the question whether, if interest is allowable on Capital Invested for Patent Rights, it should not with equal logic be allowed on Capital Invested in Goodwill.

We have, therefore, included in our revised account, as a charge against Doublemint profits, interest at 7% upon $6,000,000.00, the price at which the Wrigley Company acquired the Goodwill of its predecessors, (see Statement #12 submitted herewith).

15 As previously mentioned, a calculation made by Mr. Freeman (inconsistent with Exhibit "O" of Touche, Niver & Company's report) has been put in evidence, marked Larson's Exhibit #145a, whereby it is sought to fix the value of the Goodwill of the Wrigley Company at the end of the accounting period at $21,535,310.00, or at $20,660,790.00 respectively, according as to whether 6% or 7% interest on the average net tangible capital invested is taken into consideration in his calculation. In our opinion, the Freeman calculation is inequitable as applied to the Doublemint accounting. It is based upon:

(a) Taking the average profits of approximately three and one-half years,

(b) Deducting therefrom Interest at 6% or 7% upon the average Net Invested Capital in Tangible Assets during the same period, and

(c) Capitalizing the net "Excess Earnings" thus arrived at by multiplying by ten.

We submit herewith as Statement #11 calculations showing the result of valuing Goodwill upon the Freeman theory using the same earnings as a base, but using varying rates and periods as follows:

(1) Average profits of from one year to three years and seven months.

(2) Interest on Net Tangible Property from 6% to 15%.

(3) Years' Purchase of from one to ten.

It will be noted that the Goodwill value shown by Statement #11 at the end of the accounting period ranges anywhere from $1,568,362.00 (based on one year's purchase of the Wrigley Company's profits of one year, and allowing 15% interest on Invested Capital) to $25,135,640.00 (based on ten years' purchase of average profits for two years and allowing 6% interest on Invested Capital). The object of this statement is to emphasize the wide variance in result which is obtained by changing the arithmetical factors in the calculation and the danger of dogmatizing in regard thereto

in view of the many factors requiring consideration and the impossibility of adequately expressing them in figures.
16 However, if the Freeman theory were to be given effect in the Doublemint Accounting, then, in our opinion, if any interest were to be allowed on Goodwill, it should logically be calculated upon values arrived at on the same theory.

We, therefore, submit herewith as Statement #13, a calculation showing what would be the effect on the filed account of including therein Doublemint's share of interest at 7% on Goodwill, were same to be valued at the beginning and end of each year throughout the accounting period on the same basis as was done by Mr. Freeman in Larson's Exhibit #145a. This statement shows that the profits of Doublemint would be thereby decreased to the extent of $778,426.63, or $747,760.92, according as to whether 6% or 7% on the Invested Capital is used in the calculation, by which the value of the Goodwill is arrived at.

Deprecication of Patents and Patent Rights.

In our revised account we have included Depreciation of Patents and Patent Rights on the same basis and at the same amount as used by the Wrigley Company in the accounts heretofore filed by it; namely, one-seventeenth per annum of $1,500,000.00, apportioned between Doublemint and other brands on the basis of production. The property of the charge is, of course, dependent upon whether the valuation placed on the patents is reasonable, but as previously stated under the caption "Interest on Patents and Patent Rights," figures have been compiled by the Wrigley Company which appear to fully justify such a valuation.

Marwick, Mitchell, Peat and Company discuss this subject on Pages 167 to 170 of their report.

Touche, Niven & Company (page 18 of their report) disallow the amount charged in the Doublemint accounting for depreciation of Patents on the grounds that no special patents or patent rights were obtained for the manufacture of Doublemint, and because the production and sale of Doublemint was in violation of the Rights of Larson. They do not go into the question of whether, assuming the charge to be correct in character, its amount has been properly calculated.

17 Loss By Fire at Belize.

In the account heretofore filed by the Wm. Wrigley, Jr. Company, an item of expense of $1,700.30 was charged against Doublemint profits in respect of loss occasioned through destruction by fire on August 17th, 1918, of pork purchased for the use of chicle gatherers, and stored by the Company in Belize. This is, in our opinion, a perfectly proper charge, and has been included by us in our revised account.

Touche, Niven & Company (Pages 19 and 20 of their report) object to the inclusion of this item of expense on the ground that in the ordinary course of business, the pork in question would be absorbed in the cost of chicle, which cost has already been agreed upon as part of the manufacturing costs; and furthermore, that it is extremely unlikely that any chicle obtained since the date of the fire was used in the manufacture of Doublemint.

Marwick, Mitchell, Peat & Company, (page 159 of their report), also objects to the charge because no chicle obtained at Belize from August 25th to October 4th, 1918 was used during the accounting period, and because for that period the only reason for the accounting was that the first change in color scheme of the Doublemint package did not meet the requirements of the case.

Our point of view is that inasmuch as this loss occurred prior to the pork having been distributed to the gatherers, and while it was still the property of the Wm. Wrigley, Jr. Company, it cannot be claimed that it had entered into manufacturing costs, but must be regarded as a special loss in which the whole business should participate.

Overhead.

18 We submit herewith statements showing the reasons for the differences existing between various items of overhead expenses in our revised account, the Touche, Niven & Company report, and the account heretofore filed by you. These statements are numbered 14-1 to 14-37, and each is preceded by a short explanation of the nature and cause of the difference.

As Statement #14 we submit a summary of these differences, references to supporting Statements #14-1 to #14-37.

As Statement #14a we submit a summary of Overhead Expenses included in the filed account, regarding which neither

Touche, Niven nor ourselves suggest any changes being made.

Our Statements #14-1 to #14-37 show the net effect upon Doublemint profits in the filed account in each instance, whereas Touche, Niven & Company's report (Exhibit "B" and "B1") deal with the Gross amounts, and only derive Doublemint's propoetion of their total by means of a percentage calculation at the end of the Exhibits. Unless, therefore, this fact is borne in mind, some confusion may arise in attempting cross references between the two reports, particularly, as in some instances we make corrections suggested by Touche, Niven & Company and also others of our own in the same statement. Our Statements are, however, we believe, fully explanatory in each instance.

Income and Excess Profits Taxes.

Marwick, Mitchell, Peat and Company (see page 171 of their report) say that the question of whether or not the William Wrigley, Jr. Company is entitled to charge any income and excess profits taxes and if so, upon what basis, is purely a legal question.

Touche, Niven & Company (see pages 18 and 19 of their report) object to the charge made in the filed account ($563,-
933.89) in its entirely for "the sufficient reason that the
19 Larson Company will be required to pay Federal Taxes on whatever amount they recover as a result of this litigation in the year in which they receive it."

It is true that, as Touche, Niven & Company state, the Larson Company under the existing Treasury Rulings will be required to pay Income Tax on any amount awarded it as a result of this litigation in the year in which it receives the award. It must be pointed out, however, that owing to the diminution of the tax rates since 1917 and 1918, when the profits in question were actually earned, the Larson Company would only be called upon to pay 12 1/2% of their amount to the Federal Government were it to receive them now, whereas the taxes actually paid by the Wrigley Company on such profits were at the high rates ruling in 1917 and 1918.

Touche, Niven & Company (page 19 of their report) further state that "the Wrigley Company's remedy is to seek reimbursement from the Government of any overpayment of taxes by reason of having included in its return profits

which belonged to the Larson Company." It must be pointed out in this connection, however, that the present Treasury Rulings will not permit a defendant to file amended tax returns covering the year in which an infringement has occurred, and thereby seek to recover taxes on the theory that they were erroneously paid on profits actually belonging to the Plaintiff.

The regulations clearly contemplate the Wrigley Company charging as an expense in its Income Tax Return any amount awarded Mr. Larson in the year in which such award is actually paid over to Mr. Larson. If, therefore, Mr. Larson were to be now awarded profits without Income and Excess Profits Taxes having been first deducted therefrom, the Wrigley Company would suffer a great hardship because the measure of relief granted it by the Treasury regulations would be insufficient to absorb all of the taxes originally paid on the amount awarded by reason of the fact that the tax rate has since been largely reduced.

In the account heretofore filed by the William Wrigley, Jr. Company, these taxes are calculated at the highest 1917 rate; namely, 60% applying to profits earned in 1917 and 1918 for the reason that exclusive of the Doublemint profits, that Company was already in this class.

We have included these taxes in our revised account on the same basis as was used by the Wrigley Company in its filed account for the reason stated by them, and on the assumption that had the profits in question been turned over to the Larson Company in the years in which they were earned, the Larson Company by reason of its relatively small invested capital would have been brought into the 60% class, and that no injustice will, therefore, be involved in this method of computation.

The William Wrigley, Jr. Company, however, committed two clerical errors in calculating these taxes in the account heretofore filed by them, both of which were hurtful to their own interests. The first of these was that they treated interest on Capital Invested as an expense before arriving at the profits to be taxed, and as no such expense entered into the calculation of taxes actually paid, it should, therefore, be ignored in dividing those taxes between Doublemint and other business. The second mistake was that the 1917 tax rates were used in computing its 1918 taxes for the purposes of the Doublemint accounting. These errors have

been corrected in preparing our account. Attached hereto as Statement #15 is a calculation showing how the taxes included by us in our revised account ($621,108.97) have been arrived at.

Attention is directed to the fact that, as the result of an examination made by the Treasury Department during 1920, a tentative credit for over-payment of taxes has been allowed to the William Wrigley, Jr. Company (subject to field examination) to the extent of $422,223.64, and this amount was deducted by the Company from the taxes paid on its 1919 income. This credit, if finally approved by the Treasury Department, will apply against the following calendar years:

1914	$ 480.32
1915	188.13
1916	701.81
1917	245,336.00
1918	175,517.38
	$422,223.64

Inasmuch as this credit has not been finally approved by the Treasury Department, no adjustment has been made by us in respect of it in our amended account, our figures being based upon the taxes actually paid. If finally allowed this credit would reduce the charge against Doublemint profits, as per Statement #15 to the extent of $70,047.62.

22 We would suggest as an alternative method of allocation that the total Federal Taxes paid by the Wrigley Company in each year in question might be divided between Doublemint and the rest of the business in the proportion that Doublemint profits bore to the total profits of the Wrigley Company in each year. We, therefore, submit herewith Statement #16, showing that calculated on this basis Doublemint's proportion of taxes would be $372,942.09, leaving out of consideration the rebate of taxes referred to on the previous page. If this rebate were finally allowed, the charge against Doublemint on this alternative method would be reduced to the extent of $49,209.21.

Respectfully submitted,

ERNEST RICKETT & Co.,
Certified Public Accountants.

February 24th, 1923.

WRIGLEY vs. LARSON

Index to Statements.

Statement Number	Page Number	Subject	Description
Exhibit "A"	23	Revised Account	
"A-1"	23 a.	Donations	Effect on filed account, were Doublemint charged with its proportion of amount charged on the books as Donations but which are of such a character as to justify their being considered as expenses.
"B"	24	Comparison of Revised Account	(Exhibit "A") with Touche, Niven & Company's figures and those in filed account and differences between each.
1	25	Advertising	Statement showing Advertising Expenses charged to Doublemint in Revised Account.
2	26 & 27	Advertising	Effect of carrying forward into accounting period part of the prior advertising on the same basis as that used by Touche, Niven & Company in their Exhibit "O."
3	28 & 29	United Profit Sharing Coupons, (Cost of Redemption)	Effect upon Filed Account of correcting errors.
4	30 & 31	United Profit Sharing Coupons (Reserve for Contingent Liability)	Effect upon Filed Account of correcting errors.
5	32	United Profit Sharing Coupons (Reserve for Contingent Liability)	Table showing reserve necessary at end of accounting period to cover future redemptions of coupons issued with Doublemint assuming redemptions to range from 33 1/3% to 75%.
6	33, 34 & 35	United Profit Sharing Coupons (Cost of Printing).	Effect upon filed account of correcting errors
7	36 & 37	Merchandise Sold with Gum (Loss).	Effect upon filed account of correcting errors.
8	38 to 41 incl.	Invested Capital	Revised figures on definition of Invested Capital being Capital and Surplus less Goodwill, Patents, Investments in Canadian & Australian Companies and such assets as were not employed in manufacture and sale of Gum.
9	42 & 43	Interest (on Invested Capital)	Effect on Filed Account of charging 7% Int. on revised Invested Capital as shown by Statement #8.
10	44	Interest (On Patents and Patent Rights)	Effect on Filed Account of calculating interest on average investment in each period.
11.	45 to 48 incl.	Goodwill,	Tables showing result of valuing Goodwill upon Freeman's theory, but using varying rates and periods.
12.	49.	Interest (On Goodwill),	Effect on Filed Account of including therein proportion of interest at 7% on Goodwill valuation of $6,000,000.00.
13.	50 & 51.	Interest (On Goodwill),	Effect on Filed Account of including therein proportion of interest at 7% on Goodwill were same valued on Freeman's theory at beginning and end of each period.
14.	52 & 53.	Overhead Expenses,	Summary of differences between Filed Account, Touche, Niven & Co.'s Report and Revised Account.

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(Continued)

Statement Number	Page Number	Subject	Description.
14a.	54.	Overhead Expenses,	Expenses included in Filed Account regarding which no changes have been suggested by either Touche, Niven & Co. or ourselves.
14- 1.	55.	Depr'n. on Buildings July 28 to Dec. 31, 1914,	Effect of excluding Depr'n, on Van Buren St. Property, and of figuring remaining Depr'n. on Production basis instead of Sales basis.
14- 2.	56.	Tax on Essential Oil,	Effect of treating item of $323.95 as a Mfg. Expense instead of as Overhead.
14- 3.	57.	Illinois Manufacturers Association Payment,	Explanation of why a proper charge in Filed Account.
14- 4.	58.	Geo. F. Desbien,	Explanation of why a proper charge in Filed Account.
14- 5.	59.	Paris Advertising,	Explanation of why a proper charge in Filed Account.
14- 6.	60.	Refund of Misappropriations,	Effect of eliminating that part of recovery relating to loss incurred prior to Accounting period.
14- 7.	61 & 62.	Frank F. Pulver,	Effect of Amortizing whole of Pulver payments over period 1913-1918.
14- 8.	63.	Frank F. Pulver,	Effect of excluding credits arising from Sale of Assets acquired from Pulver from Factory Expense.
14- 9.	64.	Cost of Alterations of Main Office,	Explanation of why a proper charge in Filed Account.
14-10.	65.	Plans for Factory Addition (not used),	Effect on Filed Account of charging cost of unused plans to correct accounting period.
14-11.	66.	Legal Fees (Canadian Company),	Effect of excluding part of fees paid attorneys re Incorporation of Canadian Company.
14-12.	67.	Salaries & Expenses of Brooklyn & Toronto,	Effect of apportioning on Production basis instead of Sales basis.
14-13.	68.	Capital Stock Tax (Ill. Franchise Tax),	Effect of excluding item of $8,566.83 from "Expense" (Reason being that item was duplicated in Filed Account).
14-14.	69.	Accounts Receivable Closed Out (Fire loss at Belize),	Effect of correcting duplication in charge.
14-15.	70.	Scratchard Account,	Effect of excluding charge incurred prior to Accounting period.
14-15.	70.	Picnic Gum,	Effect of correcting duplication in charge.
14-15.	70.	J. R. Offield, Retainer,	Effect of excluding portion relating to period prior to accounting and transferring balance to proper period.
14-15.	70.	Heating Shipping Department,	Effect of excluding charge incurred prior to accounting period.
14-15.	70.	Inventory,	Effect of excluding because practically offset by Inventory on hand at beginning of period.
14-15.	70.	Percy Short Case, Langley & Hansell,	Effect of excluding charge incurred prior to Accounting period.
14-15	70.	Shipping Department Rent,	Effect of excluding item charged in error.
14-15.	70.	Reserve for Taxes,	Effect of excluding item included in error.
14-15.	70.	Salesmens Premiums,	Effect of excluding (Reason being that item was duplicated).

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(Continued).

Statement Number	Page Number	Subject.	Description.
14-16.	71.	Brooklyn Agency Expenses,	Effect of adjustments claimed by Touche, Niven & Company in respect of these expenses in 1918.
14-17.	72.	Canadian Business Profits Tax,	Effect of including in 1915 the portion of tax liability for 1915 not ascertained until 1920, and charging prior payment against 1915 instead of 1916.
14-18.	73.	Witness Expense Parkinson & Lane Fees, Etc.,	Effect of excluding expenses incurred in connection with Larson Litigation.
14-19.	74 & 75	Office Stationery and Circulars,	Effect of correcting errors in classification in Filed Account.
14-20.	76 & 77.	Miscellaneous Advertising,	Effect of correcting errors in classification in Filed Account.
14-21.	78.	Advances to Chicle Growers (suspense),	Effect of apportioning loss on production instead of Sales basis.
14-22.	79.	Paris Office Salary and Expense,	Explanation of why a proper charge in Filed Account.
14-23.	80.	Administration Expense (Salary of Wm. Wrigley, Jr.).	Salary of Wm. Wrigley, Jr. during Accounting period.
14-24.	81.	Depr'n. on Motor Trucks,	Effect of correcting charge by excluding 7/12ths thereof.
14-25.	82.	Paris Office Fixtures,	Explanation of why proper charge in Filed Account.
14-26.	83.	Agency Expenses,	Agency Expenses to which no objections have been raised.
14-27.	84.	Expense - Miscellaneous,	Miscellaneous Expense to which no objection has been raised.
14-28.	85 to 87 incl.	Reapportionment of 1918 Overhead Expense,	Effect of apportioning Overhead Expense for 1918 over three broken periods of Filed Account in ratio that sales of each period bear to total sales of year, after giving effect to corrections. (In filed account these expenses were incorrectly apportioned, each period bearing just such expenses as happened to be charged on Ledger during that period).
14-29	88	Cost of transferring Gum from Old to New Boxes.	Effect of correcting Duplicate Charge.
14-30	89	New York Office Salaries & Expenses.	Effect of eliminating from Overhead Expense. (This expense being included in Manufacturing Cost).
14-31	90	Commission on Canadian Sales.	Effect of eliminating charge for Commission on Sales made prior to Accounting Period.
14-32	91	Brooklyn Factory Sales	Effect of elimination from Overhead Expense. (This item being duplicated in Manufacturing Cost).
14-33	92 & 93	Trade Discounts,	Effect of rectifying errors in Filed Account.
14-34	94 to 100 Inc.	Brooklyn Moving Expense,	Effect of writing off all expenditures to Mar. 7, 1919, less amount permanently capitalized, as of date the Naval Order was issued, June 18, 1918, and assuming that nothing will be recovered from Navy Dept.
14-35	101 & 102	Taxes (Other than Income & Excess Profits).	Effect of apportioning on accrual basis.

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Statement Number	Page Number	Subject	Description
14-36	103 & 104	Interest Received (Net),	Effect of including all Interest earned except that derived from Investments not treated as Invested Capital in State. #8.
14-37	105	Commissions	Effect of correcting errors in filed account.
15	106	Income and Excess Profits Taxes,	Details of amount included in Revised Account (clerical errors corrected, but theory on which Filed Account prepared unchanged)
16	107	Income and Excess Profits Taxes,	Effect on Filed Account of deducting from the Doublemint profits such a proportion of the total Income Taxes paid by the Company in 1917 and 1918, as the Doublemint profits bore to whole profits of the Company for those years.

EXHIBIT "A".

WRIGLEY vs. LARSON

Revised Account

(Exclusive of Donations, for which see Exhibit "A" 1).

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6	Column 7	Column 8	Column 9
	July 28 to Dec. 31, 1914	1915	1916	1917	Jan. 1 to Aug. 24, 1918	Aug. 25 to Oct. 4, 1918	Oct. 4 to Nov. 12, 1918	Total
SALES,	$570,426.40	$1,816,332.08	$2,049,964.85	$2,348,003.49	$1,772,376.02	$316,269.31	$43,914.75	$8,917,286.90
COST OF SALES,	238,623.67	788,715.00	885,984.13	989,825.65	699,848.69	147,042.08	23,558.36	3,764,597.58
GROSS PROFIT,	$331,802.73	$1,027,617.08	$1,163,980.72	$1,367,177.84	$1,072,527.33	$169,227.23	$20,356.39	$5,152,689.32
EXPENSES:								
Advertising,	$447,140.83	$ 815,594.76	$ 767.146.12	$ 460,457.82	$ 382,504.90	$.....	$.....	$2,872,844.43
Amount Paid for United Profit Sharing Coupons,	1,341.87	48,454.81	98,487.84	105,450.17	65,858.76	13,353.26	.....	332,946.71
Contingent Liability for Unredeemed United Profit Sharing Coupons,	44,022.23	88,850.71	59,136.51	62,676.16	53,947.71	5,618.71	.....	314,252.03
Cost of Printing United Profit Sharing Coupons,	1,336.31	1,172.91	1,194.72	2,250.37	1,435.61	63.46	.....	7,453.38
Loss on Sale of Merchandise with Doublemint,	4,303.06	10,702.86	6,063.10	*7,092.06*	*1,718.55*	.....	.....	12,258.41
Interest on Capital Invested,	27,127.81	72,197.01	66,952.50	67,949.21	47,858.48	11,482.50	10,922.38	304,489.89
Interest on Capital Invested, Patents and Patent Rights,	6,492.95	15,727.45	12,224.23	9,905.64	5,758.27	1,314.16	1,381.57	52,804.27
Interest on Capital Invested, Goodwill,	29,253.33	78,506.40	68,976.18	62,758.08	40,474.09	9,345.46	1,141.37	290,454.91
Depreciation of Patents and Patent Rights,	6,870.84	17,974.23	15,185.38	13,477.06	8,704.91	2,055.01	.....	64,267.43
Loss by Fire at Belize,	.....	.....	.....	.....	1,700.30	.....	.....	1,700.30
Overhead Expenses,	73,303.34	199,078.56	218,122.14	227,916.53	213,649.08	32,959.67	4,640.03	969,669.35
Total Expenses—	$641,192.57	$1,348,259.70	$1,313,488.72	$1,005,748.98	$ 820,173.56	$76,192.23	$ 18,085.35	$5,223,141.11
OPERATING PROFIT OR *LOSS*,	*$309,389.84*	*$ 320,642.62*	*$ 149,508.00*	$ 361,428.86	$ 252,353.77	$93,035.00	$ 2,271.04	*$ 70,451.79*
DEDUCT:								
Federal Income and Excess Profits Taxes,	.....	.....	.....	309,997.96	223,999.93	77,777.75	9,333.33	621.108.97
NET PROFIT OR *LOSS*,	*$309,389.84*	*$ 320,642.62*	*$ 149,508.00*	$ 51,430.90	$ 28,353.84	$ 15,257.25	*$ 7,062.29*	*$ 691,560.76*

NOTE: If alternative method of allocating Federal Income Taxes as set out in Statement #16 were used, the net result for the whole period would be a loss of $443,393.88 instead of $691,560.76 as shown above.

I. S.

23A EXHIBIT "A1."

WRIGLEY vs. LARSON

Donations

Expenses charged in books of account as "Donations" but which are of such a character as to justify their being considered as expenses properly chargeable in the Doublemint.

Accounting.

Period	Total	Proportion applicable to Doublemint on Basis of Sales.	
		Percent	Amount
Aug. 1st to Dec. 31, 1914,	$ 694.50	16 1927	$ 112.46
Year 1915,	3,302.50	18 692	617.30
Year 1916,	9,265.60	16 4229	1,521.68
Year 1917,	70,004.12	14 9424	10,460.30
Jan. 1st to Aug. 24, 1918,	106,598.40	14 9042	15,887.64
Aug. 25th to Oct. 4, 1918,	610.00	19 8089	120.84
Oct. 5th to Nov. 12, 1918,	792.50	2.54335	20.16
	$191,267.62		$28,740.38

If donations as above were considered as an expense, and Federal Taxes calculated on the method used in Statement #15, the net result for the whole period would be a loss of $702,682.10 instead of $691,560.76 as shown in Exhibit "A." If Donations were considered as an expense, and Federal Taxes calculated on the method used in Statement #16, the net result for the whole period would be a loss of $461,259.78.

ELH

EXHIBIT "B."

WRIGLEY vs. LARSON

Comparison of Revised Account (Exhibit "A") Exclusive of Donations, for which see Exhibit "A," with Touche, Niven & Company's figures and those in Filed Account, and differences between each.

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6	Column 7
	Per Wrigley Company Statement	Touche, Niven and Company Statement	Per Revised Account	Differences between Wrigley Co. & Touche, Niven and Company	Differences between Wrigley Co. and Revised Account	Differences between Touche, Niven and Company and Revised Account
SALES,	$8,917,286.90	$8,917,286.90	$8,917,286.90	$* ..	$* ..	$* ..
COST OF SALES,	3,764,597.58	3,764,597.58	3,764,597.58	..	..	..
GROSS PROFIT,	$5,152,689.32	$5,152,689.32	$5,152,689.32	$ ..	$ ..	$ ..
EXPENSES:						
Advertising,	$2,794,651.76	$1,017,183.59	$2,872,844.43	$1,777,468.17	$ *78,192.67*	*$1,855,660.84*
Amount Paid for United Profit Sharing Coupons,	330,320.71	332,885.56	332,946.71	*2,564.85*	*2,626.00*	*61.15*
Contingent Liability for Unredeemed United Profit Sharing Coupons,	317,581.15	98,580.79	314,252.03	219,000.36	3,329.12	*215,671.24*
Cost of Printing United Profit Sharing Coupons,	6,334.86	6,915.30	7,453.38	*580.44*	*1,118.52*	*538.08*
Los on Sale of Merchandise with Doublemint,	38,166.27	12,258.41	12,258.41	25,907.86	25,907.86	..
Interest on Capital Invested,	306,345.38	..	304,489.89	306,345.38	1,855.49	*304,489.89*
Interest on Capital Invested in Patents and Patent Rights,	49,181.15	..	52,804.27	49,181.15	*3,623.12*	*52,804.27*
Interest on Goodwill,	..	..	290,454.91	..	*290,454.91*	*290,454.91*
Depreciation on Patents and Patent Rights,	64,267.43	..	64,267.43	64,267.43	..	*64,267.43*
Loss by Fire at Belize,	1,700.30	..	1,700.30	1,700.30	..	*1,700.30*
Overhead Expenses,	952,833.95	844,336.93	969,669.35	108,497.02	*16,835.40*	*125,332.42*
Total Expenses,	$4,861,382.96	$2,312,160.58	$5,223,141.11	$2,549,222.38	$ *361,758.15*	*$2,910,980.53*
OPERATING PROFIT OR *LOSS*,	$ 291,306.36	$2,840,528.74	$ *70,451.79*	$2,549,222.38	$ *361,758.15*	*$2,910,980.53*
DEDUCT:						
Federal Income and Excess Profit Taxes,	563,933.89	..	621,108.97	563,933.89	*57,175.08*	*621,108.97*
NET PROFIT OR *LOSS*,	$ *272,627.53*	$2,840,528.74	$ *691,560.76*	$3,113,156.27	$ *418,933.23*	*$3,532,089.50*

NOTE.—If alternative method of allocating Federal Income Taxes as set out in Statement #16 were used, the net result for the whole period would be a loss of $443,393.88 instead of $691,560.76 as shown above.

Black.—Increase in Doublemint Profits.

Red.—Decrease in Doublemint Profits.

I. S.

Wrigley Exhibit No. 92—Bennington 1.

3718

STATEMENT #1.

WRIGLEY vs. LARSON

Statement showing Advertising Expenses charged to Doublemint from July 28, 1914 to November 12, 1918, in Revised Account.

	July 28 to 12/31/14	1915	1916	1917	1/1 to 11/12/18	Total
Newspapers,	$156,481.38	$189,108.96	$189,131.37	$109,467.28	$140,777.81	$ 784,966.80
Billposting,	43,994.52	134,345.38	109,001.74	99,259.52	101,945.64	488,546.80
Painted Walls, Electric Signs,		70,002.90	101,876.33	58,845.98	19,691.27	250,416.48
Street Cars,	75,860.83	158,081.00	145,749.21	106,451.61	100,644.93	586,787.58
Miscellaneous Advertising, Matches, Etc.,	4,749.82	29,752.46	30,555.45	2,236.34	1,154.42	68,448.49
Foreign Advertising,			683.83	707.14	414.94	1,805.91
Advertising Material,	1,679.88	40,415.43	40,365.38	13,856.18	270.94	96,587.81
Detail Men,	11,358.90	51,574.28	46,765.04	48,993.44	15,336.79	174,028.45
Sampling Campaign, Doublemint,	151,775.81	96,314.42	48,569.56	11,288.80	270.92	308,219.51
Donations, Doublemint,	127.24	5,829.95	3,352.43	2,327.98	1,459.49	13,097.09
War Tax Reb. Certificates, Doublemint,	1,112.45	40,169.98	51,095.78	7,023.55	537.75	99,939.51
I. S.	$447,140.83	$815,594.76	$767,146.12	$460,457.82	$382,504.90	$2,872,844.43

26 STATEMENT #2.

Wrigley vs. Larson.

Apportionment of Advertising Expense for the period January 1st, 1911 to November 12th, 1918, on the basis of deferring 50% thereof over a period of three years from date expenses were incurred, i. e., charging 66 2/3% in 1st year and 16 2/3% in each of next succeeding years.

In the attached statement is shown the effect of deferring 50% of the Advertising Expenses over a period of three years on the same basis as that used by Touche, Niven & Company in their Exhibit "O," except that the expenses incurred prior to the Accounting Period are also carried forward.

The valuation of the Advertising Expense incurred prior to the Accounting period is determined from the attached Statement to be as follows:

UNEXPIRED AT JULY 28th, 1914:

1912 Expenditure unexpired,			$ 82,602.03	
1913	"	"	$111,079.10	
1913	"	"	266,589.84	377,668.94
1914	"	"	$179,192.91	
1914	"	"	179,192.90	358,385.81
				$818,656.78

The effect on Doublemint Profits of carrying forward the above expense, incurred prior to the Accounting Period, is as follows:

Period	Amount	Ratio Doublemint Sales to All Sales	Doublemint Proportion
July 28th to Dec. 31st, 1914,	$193,681.13	16.1927%	$ 31,362.21
Year 1915,	445,782.75	18.692	83,325.71
" 1916,	179,192.90	16.4229%	29,428.67
—Total—	$818,656.78		
Increased charge against Doublemint Profits,			$144,116.59

NOTE: Touche, Niven & Company's Exhibit "O" does not include Rev' enue Rebate Certificates amounting to $380,580.45, and this item is, therefore excluded in the attached statement, though it properly forms part of the Adver tising Expenses.

The figures covering the period January 1st, 1911 to July 31st, 1914 include some office stationery, charitable donations and miscellaneous items which should have been excluded in order to put them on exactly the same basis as the figures used by Touche, Niven & Company. There has also been excluded the cost of Sampling Campaigns and Donated Gum for the same period, though Touche, Niven & Company include such items in their figures. The reason why the figures have not been put on the same basis is because considerable labor in the way of analysis would be involved, and this did not appear to us to be worth while in view of the fact that the whole calculation is merely submitted to show that Touche, Niven & Company's Exhibit "O" is incorrect in principle.

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STATEMENT #2.

WRIGLEY vs. LARSON

Statement showing Apportionment of Advertising Expenses for the period January 1, 1911 to November 12th, 1918 on the basis of deferring 50% thereof over a period of three years from date expenses were incurred, i.e., charging 66 2/3% in 1st year and 16 2/3% in each of next succeeding years.

Column 1.	Col. 2	Col. 3	Col. 4	Col. 5	Col. 6	Col. 7	Col. 8	Col. 9	Col. 10	Col. 11	Col. 12	Col. 13	Col. 14	U al
	Total Advertising Expense	Amount Deferred 50%	1911	1912	1913	Jan. 1st to 7/31/14	Aug. 1 to 12/31/14	1915	1916	1917	Jan. 1st to 8/31/18	Sept. 1st to 10/4/18	Oct. 5th to 11/12/18	
Year 1911,	$ 924,861.90	$ 462,430.95	$ 616,574.60	$ 154,143.65	$ 154,143.65	$	$	$	$	$	$	$	$	$
" 1912,	1,189,469.29	594,734.65	....	792,979.53	198,244.88	115,642.85	82,602.03	....	....	....	....	....	....	
" 1913,	1,599,539.04	799,769.52	....	....	1,066,359.36	155,510.74	111,079.10	266,589.84	....	....	....	....	....	
Jan. 1, 1914 to July 31, 1914,	1,075,157.47	537,578.74	....	....	....	716,771.66	....	179,192.91	179,192.90	....	....	....	....	
Aug. 1, 1914 to Dec. 31, 1914,	849,311.75	424,655.87	....	....	....	....	566,207.82	141,551.97	141,551.96	....	....	....	....	
Year 1915,	1,555,802.43	777,901.22	....	....	....	....	....	1,037,201.61	259,300.41	259,300.41	....	....	....	
" 1916,	1,423,697.42	711,848.71	....	....	....	....	....	....	949,131.61	237,282.90	158,188.56	22,410.05	25,046.59	
" 1917,	1,359,651.88	679,825.94	....	....	....	....	....	....	....	906,434.58	151,072.40	21,401.93	23,919.82	
Jan. 1, to Aug. 31, 1918,	872,261.91	436,130.95	....	....	....	....	....	....	....	....	387,672.00	54,920.19	61,381.39	
Sept. 1, to Oct. 4, 1918,	82,104.78	41,052.39	....	....	....	....	....	....	....	....	....	15,508.69	17,333.25	
Oct. 5, to Nov. 12, 1918,	220,251.94	110,125.97	....	....	....	....	....	....	....	....	....	....	68,522.83	
	$11,152,109.81	$5,576,054.91	$ 616,574.60	$ 947,123.18	$1,418,747.89	$ 987,925.25	$ 759,888.95	$1,624,536.33	$1,529,176.88	$1,403,017.89	$ 696,932.96	$ 114,240.86	$ 196,203.88	$
Proportion of Doublemint Sales to All Sales,							16 1927%	18 692%	16 4229%	14 9424%	14 9042%	19 8089%	2 54335%	
Proportion chargeable to Doublemint on the above basis,							$ 123,046.54	$ 303,658.33	$ 251,135.19	$ 209,644.55	$ 103,872.28	$ 22,629.86	$ 4,990.15	
Proportion charged by Touche, Niven & Company in their report, Exhibit "O,"							91,684.33	220,332.62	221,706.52	209,644.55	103,872.28	22,629.86	4,990.15	
Difference between amount charged by Touche, Niven & Company and amount calculated on above basis.							$ 31,362.21	$ 83,325.71	$ 29,428.67	$	$	$	$	$

I. S.

STATEMENT #2.

WRIGLEY vs. LARSON

wing Apportionment of Advertising Expenses for the period January 1, 1911 to November 12th, 1918 on the basis of deferring 50% thereof over a period date expenses were incurred, i.e., charging 66 2/3% in 1st year and 16 2/3% in each of next succeeding years.

	Col. 2	Col. 3	Col. 4	Col. 5	Col. 6	Col. 7	Col. 8	Col. 9	Col. 10	Col. 11	Col. 12	Col. 13	Col. 14	Col. 15	Col. 16
	Total Advertising Expense	Amount Deferred 50%	1911	1912	1913	Jan. 1st to 7/31/14	Aug. 1 to 12/31/14	1915	1916	1917	Jan. 1st to 8/31/18	Sept. 1st to 10/4/18	Oct. 5th to 11/12/18	Unexpired at 11/12/18	Total
	$ 924,861.90	$ 462,430.95	$ 616,574.60	$ 154,143.65	$ 154,143.65	$	$	$	$	$	$	$	$	$	
	1,189,469.29	594,734.65	....	792,979.53	198,244.88	115,642.85	82,602.03			....	....	....	....	....	
	1,599,539.04	799,769.52	....	....	1,066,359.36	155,510.74	111,079.10	266,589.84		....	....	....	....	....	
31, 1914,	1,075,157.47	537,578.74	....	....	....	716,771.66		179,192.91	179,192.90	....	....	....	....	....	
31, 1914,	849,311.75	424,655.87	....	....	....	....	566,207.82	141,551.97	141,551.96	....	....	....	....	....	
	1,555,802.43	777,901.22	....	....	....	....	....	1,037,201.61	259,300.41	259,300.41	....	....	....	....	
	1,423,697.42	711,848.71	....	....	....	....	....	....	949,131.61	237,282.90	158,188.56	22,410.05	25,046.59	31,637.71	
	1,359,651.88	679,825.94	....	....	....	....	....	....	....	906,434.58	151,072.40	21,401.93	23,919.82	256,823.15	
918,	872,261.91	436,130.95	....	....	....	....	....	....	....	....	387,672.00	54,920.19	61,381.39	368,288.33	
918,	82,104.78	41,052.39	....	....	....	....	....	....	....	....	....	15,508.69	17,333.25	49,262.84	
1918,	220,251.94	110,125.97	....	....	....	....	....	....	....	....	....	....	68,522.83	151,729.11	
	$11,152,109.81	$5,576,054.91	$ 616,574.60	$ 947,123.18	$1,418,747.89	$ 987,925.25	$ 759,888.95	$1,624,536.33	$1,529,176.88	$1,403,017.89	$ 696,932.96	$ 114,240.86	$ 196,203.88	$ 857,741.14	
							16 1927%	18 692%	16 4229%	14 9424%	14 9042%	19 8089%	2 54335%		
lemint Sales to All Sales,							$ 123,046.54	$ 303,658.33	$ 251,135.19	$ 209,644.55	$ 103,872.28	$ 22,629.86	$ 4,990.15	....	$1,018,976.90
le to Doublemint on the above basis,							91,684.33	220,332.62	221,706.52	209,644.55	103,872.28	22,629.86	4,990.15	....	874,860.31
by Touche, Niven & Company in their report, Exhibit "O,"															
mount charged by Touche, Niven & Company and amount calculated on above basis.							$ 31,362.21	$ 83,325.71	$ 29,428.67	$	$	$	$	$	$ 144,116.59

28 Wrigley Gains $2,626.00

STATEMENT #3.

Wrigley vs. Larson

Amount paid for Redemption of United Profit Sharing Coupons.

In the Wrigley Account Filed, Pages 5 and 19, certain errors were made in calculating the cost of redemption of United Profit Sharing Coupons. (These were partly, but not entirely, offset by contra errors made in stating the Contingent Liability in respect of unredeemed coupons, and which are correct in Statement #4.) The errors made were as follows:

Description	Increase or *Decrease* in Doublemint Profits
Total of Coupons Redeemed understated $15,000.00 D/M Proportion, 17.085% of $15,000.00,	*$2,562.75*
Error in Apportioning expense to periods in 1918 $71.05. D/M charged 17.085% of $71.05,	12.14
D/M correct charge, 20.0459% of $71.05,	*14.24*
Coupons redeemed in 1917 by U. P. S. Corporation destroyed by fire and not paid for by Wrigley Company, until 1918, $2,909.40 D/M Proportion, 16.47903% of $2,909.40	*479.44*
Refund received on account of Coupons redeemed in error, $2,483.83 Doublemint Proportion,	418.32
Fractional Differences,	*.03*
	$2,626.00

Touche, Niven & Company, Pages 13 and 36, correct the errors made in additions of $15,000.00, and in distribution of $71.05, but do not deal with the others.

The Wrigley Company has now prepared a revised calculation of the Cost of Redemption of Coupons and has corrected all of the above mentioned errors. The effect on the filed account of these corrections is shown in detail in the attached statement, the result being

Doublemint proportion on the basis of Doublemint sold with Coupons to all Coupons Issued	
Per Filed Account,	$330,320.71
" Revised Statement attached,	332,946.71
Doublemint Profits to be Decreased,	$ 2,626.00

STATEMENT 28.

WRIGLEY vs. LARSON.

Cost of Redemption of United Profit Sharing Coupons.

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6	Column 7	Column 8	
	July 28 to 12/31/14	Year 1915	Year 1916	Year 1917	Jan. 1 to Aug. 24, 1918	Aug. 25 to Oct. 4 1918	Total	Line No.
COUPONS REDEEMED IN TERMS OF #1:								
Per Wrigley Chart on which Account Filed was based,	1,876,532	73,693,092	172,102,139	212,916,728	123,564,881	22,180,791	606,334,163	1
Adjustments:								
Error in Additions,					5,000,000		5,000,000	2
Error in distribution between periods,					*23,688*	23,688	....	3
Coupons redeemed in 1917 by United Profit Sharing Corporation lost in fire, and not paid for by Wrigley Company until after Accounting Period,				969,800	....	....	969,800	4
Refund on account of Coupons (other than Wrigleys) redeemed in error,		*125,207*	*30,404*	*593,500*	*48,833*		*797,944*	5
Error unaccounted for,		....	....	10	....	....	10	6
Total Adjustments		*125,207*	*30,404*	376,310	4,927,479	23,688	5,171,866	7
Correct Redemptions in terms of #1, as per Wrigley Revised Chart,	1,876,532	73,567,885	172,071,735	213,293,038	128,492,360	22,204,479	611,506,029	8
VALUE OF COUPONS REDEEMED AT $3.00 PER M:								
Per Wrigley Account Filed,	$5,629.60	$221,079.29	$516,306.42	$638,750.61	$370,694.64	$66,542.38	$1,819,002.49	9
Adjustment as above in terms of Dollars:								
Error in Additions,					$ 15,000.00		$ 15,000.00	10
Error in Distribution,					*71.05*	71.05	....	11
Coupons redeemed, lost in fire,				$ 2,909.40	....	....	2,909.40	12
Refund on Coupons redeemed in error,		*$ 375.62*	*91.21*	*1,780.50*	*146.50*		*2,393.83*	13
Fractional differences and unaccounted for,		....	....	.03	....	.01	.04	14
Total Adjustments		*$ 375.62*	$ *91.21*	$ 1,128.93	$ 14,782.45	$ 71.06	$ 15,515.61	15
Correct Redemptions in terms of Dollars,	$5,629.60	$220,703.67	$516,215.21	$639,879.09	$385,477.09	$ 66,613.44	$1,834,518.10	16
RATIO OF DOUBLEMINT WITH COUPONS TO ALL COUPONS ISSUED:								
As per Filed Account,	23.83604%	21.954691%	19.078834%	16.479703%	17.085%	20.0459%	....	17
DOUBLEMINT PROPORTION OF COST OF REDEMPTIONS ON ABOVE BASIS:								
Per Wrigley Account Filed, Line 17 to Line 9,	$1,341.87	$ 48,537.24	$ 98,505.24	$105.264.13	$ 63,333.18	$ 13,339.02	$ 330,320.71	18
Correct Proportion Line 17 to Line 16,	$1,341.87	48,454.81	98,487.84	105,450.17	65,858.76	13,353.26	332,946.71	19
Increase or *Decrease* in Doublemint Profits, being Doublemint's Proportion of above adjustments, Line 17 to Line 15,	$	$ 82.46	$ 17.40	$ *186.04*	$ *2,525.58*	$ *14.24*	$ *2,626.00*	20

NOTE: No Doublemint with Coupons was sold during the period October 5, to November 12, 1918.

I. S.

30 STATEMENT #4.

Wrigley Loses $3,329.12

Wrigley v. *Larson.*

Charges in respect of Contingent Liability for United Profit Sharing Coupons, based on 50% of Coupons Issued, less Coupons Redeemed.

In the Wrigley Account filed a charge was made in respect of the Contingent Liability on United Profit Sharing Coupons of 50% of the Coupons Issued, less the cost of redemptions. This charge was apportioned between Doublemint and Other Brands in the ratio of Doublemint sold with Coupons to all Coupons issued; Doublemint's proportion being $317,581.15. In arriving at this amount, the Company made several errors in stating the Coupons Issued and Redeemed, with the result that the charge to Doublemint was overstated in the amount to $3,329.12.

Touche, Niven & Company, Pages 14 and 36, make a calculation in respect of this item and correct certain alleged errors made by the Company, but base their Reserve on the assumption that 33⅓% of the Coupons will be redeemed. On this basis they determine Doublemint's proportion of the charge to be $98,580.79.

In view of clerical errors made in the filed account, we have now revised the statement of Coupons Issued and Redeemed, correcting such errors as were made, but continuing to base the reserve on the theory that 50% of the Coupon Issued will be redeemed.

The effect on the filed account of this revision is shown in detail in the attached statement, a summary of which is as follows:

Doublemint Proportion:

Per Wrigley Account filed,	$317,581.15
Per Revised Account attached,	314,252.03
Doublemint Profits Increased,	$ 3,329.12

Note: This statement should be considered with 3 and 6 in order to judge of the effect on the Doublemint Profits of making various revisions in the United Profit Sharing Coupons.

STATEMENT #4.

WRIGLEY vs. LARSON.

Charge in respect of Contingent Liability on United Profit Sharing Coupons (Based on theory that 50% of Coupons Issued will ultimately be redeemed.)

Column 1	Col. 2	Col. 3	Col. 4	Col. 5	Col. 6	Col. 7	Col. 8	
	7/28 to 12/31/14	Year 1915	Year 1916	Year 1917	1/1 to 8/24/18	8/25 to 10/4/18	Total	Line No.
COUPONS ISSUED IN TERMS OF #1: As per Marwick, Mitchell & Co., page 126, and revised chart prepared by Wrigley Company,	126,878,174	416,936,018	550,782,640	680,134,951	467,491,852	63,095,120	2,305,318,755	1
VALUE OF COUPONS ISSUED AT $3.00 PER M,	$380,634.53	$1,250,808.06	$1,652,347.92	$2,040,404.85	$1,402,475.56	$189,285.36	$6,915,956.28	2
RESERVE AT 50% OF COUPONS ISSUED:								
On above basis (50% of Line 2.)	$190,317.27	$ 625,404.03	$ 826,173.96	$1,020,202.42	$ 701,237.78	$ 94,642.68	$3,457,978.14	3
On basis used in Filed Account,	190,317.27	624,951.24	826,173.96	1,021,191.58	697,913.72	100,666.03	3,461,213.80	4
Difference resulting from errors in Additions and on account of Coupons contained in Boxes returned to Factory, made in original chart prepared by Company and on which Filed Account was based,	$	$ 452.79	$	*$ 989.16*	$ 3,324.06	*$ 6,023.35*	*$ 3,235.66*	5
LESS: VALUE OF COUPONS REDEEMED:								
Per Revised Statement #3,	$ 5,629.60	$ 220,703.67	$ 516,215.21	$ 639,879.09	$ 385,477.09	$ 66,613.44	$1,834,518.10	6
Per Account Filed,	5,629.60	221,079.29	516,306.42	638,750.16	370,694.64	66,542.38	1,819,002.49	7
Adjustments—See Statement #3,	$	$ 375.62	$ 91.21	*$ 1,128.93*	*$ 14,782.45*	*$ 71.06*	*$ 15,515.61*	8
CHARGE IN RESPECT OF CONTINGENT LIABILITY FOR UNREDEEMED COUPONS, BEING 50% OF ISSUES LESS REDEMPTIONS:								
As Revised (Line 3, less Line 6),	$184,687.67	$ 404,700.36	$ 309,958.75	$ 380,323.33	$ 315,760.69	$ 28,029.24	$1,623,460.04	9
Per Account Filed (Line 4, less Line 7),	184,687.67	403,871.95	309,867.54	382,441.42	327,219.08	34,123.65	1,642,211.31	10
Adjustments (Lines 5 and 8),	$	$ 828.41	$ 91.21	*$ 2,118.09*	*$ 11,458.39*	*$ 6,094.41*	*$ 18,751.27*	11
RATIO OF DOUBLEMINT WITH COUPONS TO ALL COUPONS ISSUED AS PER FILED ACCOUNT,	23.83604%	21.954691%	19.078834%	16.479703%	17.085%	20.0459%	....	12
DOUBLEMINT'S PROPORTION OF CHARGE IN RESPECT OF CONTINGENT LIABILITY ON ABOVE BASIS:								
As Revised (Line 12 to Line 9),	$ 44,022.23	$ 88,850.71	$ 59,136.51	$ 62,676.16	$ 53,947.71	$ 5,618.71	$ 314,252.03	13
Per Account Filed (Line 12 to Line 10),	44,022.23	88,668.84	59,119.11	63,025.21	55,905.37	6,840.39	317,581.15	14
Increase or *Decrease* in Doublemint Profits, being Doublemint's proportion of Adjustments (Line 12 to Line 11),	$	*$ 181.87*	*$ 17.40*	$ 349.05	$ 1,957.66	$ 1,221.68	$ 3,329.12	15

I. S.

STATEMENT #5.

WRIGLEY vs. LARSON

Amount chargeable for Redemptions of United Profit Sharing Coupons issued with Doublemint, assuming Redemptions to range 33 1/3% to 75% of Issues of $1,294,397.52.

1	Col. 2 7/28 to 12/31/14	Col. 3 1915	Col. 4 1916	Col. 5 1917	Col. 6 1/1 to 8/24/18	Col. 7 8/25 to 10/4/18	Col. 8 Total	Col. 9 Over or Short of 50% of Issues, viz.: $647,198.74	Per Cent.
3	$30,242.73	$91,537.00	$105,082.90	$112,084.23	$79,870.97	$ 12,647.97	$431,465.80	*$215,732.94*	33-1/3
	30,847.59	93,367.74	107,184.56	114,325.91	81,468.39	12,900.93	440,095.12	*207,103.62*	34
	31,754.87	96,113.85	110,337.05	117,688.44	83,864.52	13,280.37	453,039.10	*194,159.64*	35
	32,662.16	98,859.96	113,489.53	121,050.96	86,260.65	13,659.81	465,983.07	*181,215.67*	36
	33,569.44	101,606.07	116,642.02	124,413.49	88,656.78	14,039.25	478,927.05	*168,271.69*	37
	34,476.72	104,352.18	119,794.51	127,776.01	91,052.91	14,418.69	491,871.02	*155,327.72*	38
	35,384.00	107,098.30	122,946.99	131,138.54	93,449.04	14,798.13	504,815.00	*142,383.74*	39
	36,291.28	109,844.41	126,099.48	134,501.07	95,845.17	15,177.57	517,758.98	*129,439.76*	40
	37,198.56	112,590.52	129,251.97	137,863.59	98,241.30	15,557.01	530,702.95	*116,495.79*	41
	38,105.85	115,336.63	132,404.46	141,226.12	100,637.43	15,936.45	543,646.94	*103,551.80*	42
	39,013.13	118,082.74	135,556.94	144,588.64	103,033.56	16,315.89	556,590.90	*90,607.84*	43
	39,920.41	120,828.85	138,709.43	147,951.17	105,429.69	16,695.33	569,534.88	*77,663.86*	44
	40,827.69	123,574.96	141,861.92	151,313.70	107,825.82	17,074.77	582,478.86	*64,719.88*	45
	41,734.97	126,321.08	145,014.40	154,676.22	110,221.95	17,454.21	595,422.83	*51,775.91*	46
	42,642.26	129,067.18	148,166.89	158,038.75	112,618.08	17,833.65	608,366.81	*38,831.93*	47
	43,549.54	131,813.29	151,319.38	161,401.27	115,014.21	18,213.09	621,310.78	*25,887.96*	48
	44,456.82	134,559.40	154,471.87	164,763.80	117,410.34	18,592.53	634,254.76	*12,943.98*	49
	45,364.10	137,305.52	157,624.35	168,126.33	119,806.47	18,971.97	647,198.74	. . .	50
	46,271.38	140,051.63	160,776.84	171,488.86	122,202.60	19,351.41	660,142.72	12,943.98	51
	47,178.66	142,797.74	163,929.33	174,851.38	124,598.73	19,730.85	673,086.69	25,887.95	52
	48,085.95	145,543.85	167,081.81	178,213.91	126,994.86	20,110.29	686,030.67	38,831.93	53
	48,993.23	148,289.96	170,234.30	181,576.43	129,390.99	20,489.73	698,974.64	51,775.90	54
	49,900.51	151,036.07	173,386.79	184,938.96	131,787.12	20,869.17	711,918.62	64,719.88	55
	50,807.79	153,782.19	176,539.27	188,301.49	134,183.25	21,248.61	724,862.60	77,663.86	56
	51,715.07	156,528.30	179,691.76	191,664.01	136,579.38	21,628.05	737,806.57	90,607.83	57
	52,622.36	159,274.41	182,844.25	195,026.54	138,975.51	22,007.49	750,750.56	103,551.82	58
	53,529.64	162,020.52	185,996.73	198,389.06	141,371.64	22,386.93	763,694.52	116,495.78	59
	54,436.92	164,766.63	189,149.22	201,751.59	143,767.77	22,766.37	776,638.50	129,439.76	60
	55,344.20	167,512.74	192,301.71	205,114.12	146,163.90	23,145.81	789,582.48	142,383.74	61
	56,251.48	170,258.85	195,454.19	208,476.65	148,560.03	23,525.25	802,526.45	155,327.71	62
	57,158.77	173,004.96	198,606.68	211,839.17	150,956.16	23,904.69	815,470.43	168,271.69	63
	58,066.05	175,751.07	201,759.17	215,201.69	153,352.29	24,284.13	828,414.40	181,215.66	64
	58,973.33	178,497.19	204,911.65	218,564.22	155,748.42	24,663.57	841,358.38	194,159.64	65
	59,880.61	181,243.30	208,064.14	221,926.75	158,144.55	25,043.01	854,302.36	207,103.62	66
	60,787.89	183,989.41	211,216.63	225,289.27	160,540.68	25,422.45	867,246.33	220,047.59	67
	61,695.18	186,735.52	214,369.12	228,651.80	162,936.80	25,801.89	880,190.31	232,991.57	68
	62,602.46	189,481.63	217,521.60	232,014.32	165,332.94	26,181.33	893,134.28	245,935.54	69
	63,509.74	192,227.74	220,674.09	235,376.85	167,729.07	26,560.77	906,078.26	258,879.52	70
	64,417.02	194,973.85	223,826.58	238,739.38	170,125.20	26,940.21	919,022.24	271,823.50	71
	65,324.30	197,719.96	226,979.06	242,101.90	172,521.33	27,319.66	931,966.21	284,767.47	72
	66,231.59	200,466.07	230,131.55	245,464.43	174,917.46	27,699.09	944,910.19	297,711.45	73
	67,138.87	203,212.18	233,284.04	248,826.95	177,313.59	28,078.53	957,854.16	310,655.42	74
	68,046.15	205,958.29	236,436.53	252,189.48	179,709.72	28,457.97	970,798.14	323,599.40	75

In Exhibit "A" the Reserve for Redemption of United Profit Sharing Coupons has been calculated on the assumption that 50% of the total issue of coupons will eventually be redeemed. Were any other percentage ranging from 33-1/3 to 75% of Issues substituted, the effect would be to Increase or Decrease the Charges made in Exhibit "A" by the amounts shown in Column inst such percentage rate. The net result of Exhibit "A" would be further affected by proportionate changes in the charges terest on Invested Capital and Federal Taxes.



33 STATEMENT #6.

Wrigley Gains $1,118.52

Wrigley v. *Larson.*

Cost of Printing United Sharing Coupons.

In the Wrigley Account filed, the Company made certain errors in stating the charges in respect of Cost of Printing United Profit Sharing Coupons. These errors were largely due to mistakes made in distributing expenses between Cost of Printing, Cost of Redemptions and Contingent Liability for Unredeemed Coupons.

Touche, Niven & Company's Exhibit "F", page 37, revise the Company's calculation of Cost of Printing and correct some, but not all, of the errors made. They determine Doublemint's proportion of this expense to be $6,915.30, or $580.44 more than was shown by the filed account.

The effect on the account filed of correcting all errors made is shown in the attached Statements, the result being:

Doublemint Profits to be decreased.....	$1,118.52
Doublemint Profits to be decreased, as above	$1,118.52
As per Touche, Niven & Co.,	580.44
—Difference—	$ 538.08

STATEMENT #6.

WRIGLEY vs. LARSON

Cost of Printing United Profit Sharing Coupons

Col. 1.	Col. 2	Col. 3	Col. 4	Col. 5	Col. 6	Col. 7	Col. 8	
	7/28 to 12/31/14	Year 1915	Year 1916	Year 1917	1/1 to 8/24/18	8/25 to 10/4/18	Total	Line No.
COST OF PRINTING UNITED PROFIT SHARING COUPONS:								
Per Wrigley Account Filed,	$ 2,352.66	$ 5,522.82	$ 6,170.82	$11,874.88	$ 7,832.18	$ 444.80	$34,198.16	1
Per Revised Account,								
Charges per Reserve Account in Ledger,	$ 929.60	$ 6,272.02	$ 8,154.27	$15,181.30	$ 9,509.74	$ 330.09	$40,377.02	2
" " Advertising " " "	4,676.66	....	....	....	....	....	4,676.66	3
Credits per Reserve " " "	....	*929.60*	*1,892.24*	*1,525.92*	*1,106.99*	*13.52*	*5,468.27*	4
Corrected Cost of Printing:	$ 5,606.26	$ 5,342.42	$ 6,262.03	$13,655.38	$ 8,402.75	$ 316.57	$39,585.41	5
Difference as per attached Statement,	$ 3,253.60	*$ 180.40*	$ 91.21	$ 1,780.50	$ 570.57	*$ 128.23*	$ 5,387.25	6
Ratio of Doublemint with Coupons to All Coupons Issued (as per Filed Account),	23.83604%	21.954691%	19.078834%	16.479703%	17.085%	20.0459%	....	7
Doublemint Proportion on above basis:								
Per Account Filed (Line 7 to Line 1),	$ 560.78	$ 1,212.52	$ 1,177.32	$ 1,956.95	$ 1,338.13	$ 89.16	$ 6,334.86	8
Per Corrected Account (Line 7 to Line 5),	1,336.31	1,172.91	1,194.72	2,250.37	1,435.61	63.46	7,453.38	9
Doublemint Profits to be Decreased (Line 7 to Line 6),	$ 775.53	*$ 39.61*	$ 17.40	$ 293.42	$ 97.48	*$ 25.70*	$ 1,118.52	10

Doublemint Profits to be Decreased:

As per above,	$ 1,118.52
As per Touche, Niven & Company,	580.44
Difference,	$ 538.08

NOTE: No Doublemint with coupons was sold during the period October 5 to November 12, 1918.

I. S.

Wrigley Exhibit No. 92—Bennington 1. 3729

STATEMENT #6.

WRIGLEY vs. LARSON

Printing U. P. S. Coupons—Statement of Differences between Account as Filed and Revised Statement.

Col. 1.	Col. 2. 7/28 to 12/31/14	Col. 3 Year 1915	Col. 4 Year 1916	Col. 5 Year 1917	Col. 6 1/1 to 8/24/18	Col. 7 8/25 to 10/4/18	Col. 8 Total
Cost of Printing as per Revised Account,	$5,606.26	$5,342.42	$6,262.03	$13,655.38	$8,402.75	$316.57	$39,585.41
Cost of Printing as per Wrigley Accounting,	2,352.66	5,522.82	6,170.82	11,874.88	7,832.18	444.80	34,198.16
Difference	$3,253.60	*$ 180.40*	$ 91.21	$ 1,780.50	$ 570.57	*$128.23*	$ 5,387.25
Details of Differences between Filed and Revised Accounts:							
Item #13 of Supplementary Accounting, unidentified in Ledger,	$	*$ 387.46*	$	....	$	$	*$ 387.46*
Invoice 10/5/15—Purchase Record 946, not included in Filed Account,	....	700.00	....	....	....	....	700.00
Invoice 7/22/15—Purchase Record 874, not included in Filed Account,	....	459.22	....	....	....	....	459.22
Invoice 6/30/15, Purchase Record 874, included in Filed Account now disallowed (This item is a charge to Salesmen's Premium Account),	....	*22.56*	....	....	....	....	*22.56*
Item #5 of Supplementary Accounting included in $2,352.66 (Charge for 1914), but entered on Books in 1915,	....	*929.60*	....	....	....	....	*929.60*
Credits against Redemptions wrongly treated in Filed Account as credits against cost of Printing,	....	....	91.21	1,780.50	146.50	....	2,018.21
Errors in dividing into periods,	....	....	....	....	272.18 151.89	*424.07*	....
Items totalling $292.36 entered on Ledger in September not included in Filed Account,	....	....	....	....	....	292.36	292.36
4/31st of October items, $26.95, not included in Filed A/c.,	....	....	....	....	....	3.48	3.48
Invoices for Printing charged to Advertising Account in August and September and not included in Filed Account,	3,253.60	....	....	....	....	....	3,253.60
Total Difference as above	$3,253.60	*$ 180.40*	$ 91.21	$1,780.50	$ 570.57	*$128.23*	$5,387.25

I. S.

Wrigley Exhibit No. 92—Bennington 1. 3730

36 STATEMENT #7.

Wrigley Loses $25,907.86

Wrigley v. *Larson.*

Loss on Sale of Merchandise with Gum. (Premium Offers).

The Wrigley Company, in stating the Profit or Loss on the Sale of Merchandise with Gum in the Account Filed, Pages 26 and 30, made errors as follows:

Extension of Invoice #869 for Refrigerators	$ 28,442.70
Omitting credit for recovery of Revenue Stamps of 4c per box on Gum Sold.	119,802.64
Sundry errors in footing and extension of Sales, Etc.,	3,808.10

Touche, Niven & Company, Pages 16 and 38, point out these errors and state the correct loss chargeable to Doublemint as being $12,258.41.

Marwick, Mitchell & Company, Pages 145-158, also point out the above errors and show a loss for all brands of $73,190.82 of which amount $13,023.18 is chargeable to Doublemint. The difference between Marwick, Mitchell & Company and Touche, Niven & Company's figures is due to the former basing Doublemint's proportion on the ratio of Doublemint Sales to All Sales after eliminating Merchandise Sales (Pages 154-156).

The effect on the filed account of correcting these errors (calculating Doublemint's proportion of the loss on the ratio of Doublemint Sales to All Sales) is shown in the attached statement, summary of which is as follows:

Proportion of Profit or Loss Charged to Doublemint.

Period	Per Filed Account	Per Attached Statement	*Increase or* Decrease in D/M Profits
Year 1915	*$21,962.16*	*$ 4,303.06*	*$17,659.10*
Year 1916	*19,461.78*	*10,702.86*	*8,758.92*
Year 1917	*5,508.76*	*6,063.10*	554.34
Jan. 1, to Aug. 24, 1918,	7,049.44	7,092.06	*42.62*
Aug. 25, " Oct. 4, 1918,	1,716.99	1,718.55	*1.56*
	$38,166.27	*$12,258.41*	*$25,907.86*

EMK

STATEMENT #7.

WRIGLEY vs. LARSON.

Doublemint proportion of Loss on Merchandise Sold with Gum for the period July 28, 1914 to November 12, 1918.

	7/28 to 12/31/14	1915	1916	1917	1/1 to 8/24/18	8/25 to 10/4/18	10/5 to 11/12/18	Total
Total Merchandise Sales as determined by the Company from their Summary Book of all premiums shipped each month and assuming that every premium (article of merchandise) represents a premium offer, the price of the offer and number of boxes shipped with each, being obtained by reference to the "premium offer catalog",	$	$1,196,230.49	$1,808,999.35	$2,869,768.16	$1,197,344.80	$166,252.62	$	$7,238,595.42
Total Boxes Gum shipped, determined by the Company from the "premium offer catalogs",	....	947,451.64	1,391,662.76	2,131,516.45	880,209.00	123,905.10	....	5,474,751.95
Amount received for Merchandise,	$	$ 248,778.85	$ 417,329.59	$ 738,251.71	$ 317,135.80	$ 42,347.52	$	$1,763,843.47
Cost of Merchandise, as determined by the Company's purchasing agent, who kept a record of prices paid for the "premium" articles, the cost including the freight,	....	366,224.41	535,998.93	774,976.79	270,139.53	34,132.27	....	1,981,471.93
Profit or *Loss* per Wrigley Accounting as filed,	$	*$ 117,445.56*	*$ 118,669.34*	*$ 36,725.08*	$ 46,996.27	$ 8,215.25	$	*$ 217,628.46*
Adjustments: (Conceded by the Company)								
Error in figuring #869, Refrigerators,	....	28,442.70	....	....	....	....	....	28,442.70
Amount received for 4c Revenue Stamps not included in total Mdse. sales by Co.,	....	65,990.96	53,811.68	....	....	....	....	119,802.64
Miscellaneous Errors, Etc.,	....	....	*132.98*	67.20	629.14	7.48	....	*570.84*
" "	....	....	50.00	*37.50*	*239.70*	....	....	*152.20*
" "	....	....	*4.40*	*3,800.20*	*5.50*	....	....	*3,810.10*
" "	....	....	*32.50*	*.60*	*99.80*	....	....	*132.90*
" "	....	....	*514.80*	*.50*	....	....	....	*514.30*
" "	....	....	230.96	....	....	....	....	230.96
Revised Profit or *Loss*,	$	*$ 23,011.90*	*$ 65,261.38*	*$ 40,420.68*	$ 47,280.41	$ 8,222.73	$	*$ 73,190.82*
Percentage Applicable to D.M.,	....	18.7%	16.4%	15%	15%	20.9%	....	....
Total Revised Loss Applicable to D. M.,	$	*$ 4,303.06*	*$ 10,702.86*	*$ 6,063.10*	$ 7,092.06	$ 1,718.55	$	*$ 12,258.41*
Loss Applicable to D. M. as per Acct. Filed,	....	*21,962.16*	*19,461.78*	*5,508.76*	7,049.44	1,716.99	....	*38,166.27*
***Increase* or Decrease in Profit Applicable to D. M.,**	$	*$ 17,659.10*	*$ 8,758.92*	$ 554.34	*$ 42.62*	*$ 1.56*	$	*$ 25,907.86*

The percentages of Doublemint Sales to All Sales used above vary slightly from those used in other sections of the filed account, and result in Doublemint's share of this loss being stated at $125.00 less than the correct figure.

I. S.

STATEMENT #8.

WRIGLEY vs. LARSON.

Capital Invested (Excluding Goodwill, Patents and Canadian and Australian Companies.)

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6	Column 7
	January 1st, 1914	January 1st, 1915	January 1st, 1916	January 1st, 1917	January 1st, 1918	January 1st, 1919
Capital Stock and Surplus as shown by Books before adjustments:						
Capital Stock,	$ 9,000,000.00	$ 9,000,000.00	$ 9,000,000.00	$ 9,000,000.00	$11,500,000.00	$11,500,000.00
Surplus,	3,869,942.73	4,062,050.48	5,046,773.60	6,082,375.73	4,524,016.20	3,279,307.09
	$12,869,942.73	$13,062,050.48	$14,046,773.60	$15,082,375.73	$16.024,016.20	$14,779,307.09
Adjustments:						
Applying entries made in Surplus Account to correct periods as per attached Statement,	*136,445.27*	*460,390.19*	*1,075,263.45*	*1,227,019.44*	*1,572,299.27*	....
Assets not employed in the manufacture or Sale of Gum, as per attached statement,	*202,315.28*	*231,069.97*	*224,232.87*	*481,724.71*	*640,806.11*	*624,108.56*
Goodwill,	*6,000,000.00*	*6,000,000.00*	*6,000,000.00*	*6,000,000.00*	*6,000,000.00*	*6,000.000.00*
Patents and Patent Rights,	*1,500,000.00*	*1,500,000.00*	*1,500,000.00*	*1,500,000.00*	*1,500,000.00*	*1,500,000.00*
Reserve for Depreciation on Patents and Patent Rights,	264,705.87	352,941.16	441,176.45	529,411.74	617,647.03	705,882.32
Federal Taxes:						
Reserve as per Books, written back,	....	....	....	....	1,225,000.00	1,800,000.00
Application of payments to year assessed,	*23,432.14*	*13,994.05*	*20,488.23*	*51,563.78*	*1,362,643.26*	*2,041,292.47*
Amortization of payments to F. F. Pulver, (as per attached statement),	89,822.05	71,742.64	53,713.23	35,808.82	17,904.41	....
Investments in Canada and Australia Companies:						
Wrigley's Ltd., Toronto—Preferred,	....	....	*500,000.00*	*500,000.00*	*500,000.00*	*500,000.00*
" Prop., Ltd., —Australia,	....	....	.....	*49,990.00*	*49,990.00*	*49,990.00*
Reserve for United Profit Sharing Coupons:						
ADD Reserve at 60% of Coupons Issued, LESS Redemptions, as per books,	....	228,006.63	786,584.62	1,304,114.38	1,893,082.65	2,499,967.09
DEDUCT Reserve at 50% of Coupons Issued, LESS Redemptions, (Basis as used in Filed Account, but amended as per Statements #3 and #4),	....	*184,687.66*	*589,388.02*	*899,346.77*	*1,279,670.11*	*1,760,677.51*
Total	$ 5,362,277.96	$ 5,324,599.04	$ 5,418,875.33	$ 6,242,065.97	$ 6,872,241.54	$ 7,309,087.96
Average, I. S.		$ 5,343,438.50	$ 5,371,737.19	$ 5,830,470.65	$ 6,557,153.75	$ 7,090,664.75

Wrigley Exhibit No. 92—Bennington 1. 3733

STATEMENT #8.

WRIGLEY vs. LARSON.

Capital Invested (Excluding Goodwill, Patents and Canadian and Australian Companies)
Details of Surplus Adjustments made in order to apply entries to proper periods.

		1/1/1914	1/1/1915	1/1/1916	1/1/1917	1/1/1918
1914	Spearmint and Peppermint Oil received from Digesto Spearmint Co., 12/30/13, and considered as Profit (Pulver Deal),	$ 7,703.00	$	$	$	$ ....
1915	One second hand Wrapping Machine shipped to United Pepsin Gum Co., 1/31/15, This machine was acquired in Pulver Deal and not recorded in books at that time,	900.00	900.00	....	....	....
1916	Freight and Express on Shipments to Melbourne 8/7/15 to 12/2/15,	....	....	5,462.51	....	....
1916	Miscellaneous Supplies shipped to Melbourne in 1915 and charged to Advtg. in error,	....	....	240.13	....	....
1916	Stationery and Supplies " " " " " " " " " " " "	....	....	2.55	....	....
1916	Freight on Consigned Goods shipped to London in 1915,	....	....	7,209.30	....	....
1916	Refund from Wrigleys, Ltd., London, account advances for Advtg. made by Company prior to 1914,	20,665.02	20,665.02	20,665.02	....	....
1916	Exchange on above Refund,	*1,007.02*	*1,007.42*	*1,007.42*	....	....
1917	Sundry Allowance made by J. C. Gamble Co., in 1916 now charged to Australian Co.,	....	....	....	2,758.25	....
1917	Exchange on remittance from Melbourne in 1916,	....	....	....	219.14	....
1917	Freight on Advertising Matter shipped to Australia in 1915,	....	....	118.62	118.62	....
1917	" " " " " " " " " 1916,	....	....	....	15.80	....
1917	Advertising matter shipped to Australia in 1915 and 1916 and originally charged to Advertising,	....	....	....	1,132.65	....
1917	Brokerage on Gum Material shipped to Australia in 1915,	....	....	2,220.49	2,220.49	....
1917	" " " " " " " " 1916,	....	....	....	471.22	....
1917	" " " " " " " " 1916,	....	....	....	895.40	....
1917	War Risk Insurance on Gum Material shipped to Australia,	....	....	....	882.25	....
1917	Difference on General Average of S. S. Rion wrecked in 1916,	....	....	....	143.71	....
1917	Sale of Machinery salvaged from Commercial Products Co. in 1916,	....	....	....	191.42	....
1917	Sprinkler System from Abandoned Chicle Dessicating Plant, now sold,	....	....	....	750.00	....
1917	Note Receivable from Wrigley Co., Ltd., London charged off in 1913, now collected,	100,000.00	100,000.00	100,000.00	100,000.00	....
1917	Interest on Notes of Wrigleys Company, Ltd.,	....	....	....	7,159.35	....
1917	" " Open Account " " "	....	....	17,586.42	17,586.42	....
1917	Adjustment of Error in Interest charged to Wrigleys, Ltd., London,	....	....	....	*236.10*	....
1917	Advertising of Spearmint in Japan charged to Wrigleys, Ltd., Tokio in 1916, now charged off,	....	....	....	*22,500.00*	....
1918	Items charged to Factory Expense in 1917 now transferred to improvements on instructions of Internal Revenue Department,	....	....	....	....	53,388.78
1917	Excess freight on 1916 shipments,	....	....	....	19,020.13	....
1918	Setting up Depreciation on Value of Improvements,	....	....	....	....	*5,338.88*
1918	Depreciation charged on books in 1917, but disallowed by Internal Revenue Department,	....	....	....	....	10,168.31
1918	Adjustments necessary to provide Reserve for Depreciation on Patents, 1911 to 1917 on a basis of a write off of 1/17th of $1,500,000.00 per year,	*264,705.87*	*352,941.16*	*441,176.45*	*529,411.74*	*617,647. 03*
1918	Adjustment of Reserve for Redemption of U. P. S. Coupons necessary to bring reserve up to 60% of redemption value of coupons outstanding,	....	*228,006.03*	*786,584.62*	*828,813.68*	*1,012,870.45*
1917	Adjusting Inter-Company Accounts of Melbourne and Chicago,	....	....	....	377.23	....
	Total Adjustments	*$136,445.27*	*$460,390.19*	*$1,075,263.45*	*$1,227,019.44*	*$1,572,299.27*

I. S.

STATEMENT #8.

WRIGLEY vs. LARSON.

Capital Invested, Assets not employed in Manufacture and Sale of Gum.

	January 1, 1914	January 1 1915	January 1 1916	January 1 1917	January 1 1918	January 1 1919
Van Buren Street Property:						
Real Estate,	$ 24,000.00	$ 24,000.00	$ 36,000.00	$ 36,000.00	$ 36,000.00	$ 36,000.00
Buildings,	177,815.28	185,069.97	186,232.87	186,244.86	186,244.86	186,244.86
Notes Receivable,	500.00	500.00	21,500.00	20,500.00	230,660.00	223,060.00
Investments:						
Gary School Warrants,	....	31,500.00	....	....	....	....
French Treasury Notes,	....	....	....	16,504.85	....	....
Arkansas Light and Power Notes,	....	....	....	30,000.00	30,000.00	30,000.00
Chicago Athletic Association,	....	....	....	5,000.00	5,000.00	4,000.00
External Loan, Anglo French,	....	....	....	100,000.00	100,000.00	100,000.00
Kankakee Gas and Electric Company,	....	....	....	10,000.00	10,000.00	10,000.00
Northwestern "L",	....	....	....	5,000.00	5,000.00	5,000.00
Moline Wagon Company,	....	....	....	12,500.00	12,500.00	12,500.00
" " "	....	....	....	12,500.00	12,500.00	12,500.00
Oak Lodge Land and Water Company,	....	....	....	25,000.00	25,000.00	25,000.00
Swift and Company,	....	....	....	25,000.00	25,000.00	25,000.00
Yellow Poplar Lumber Company,	....	....	....	25,000.00	....	....
Reserves:						
Depreciation on Van Buren Property,	....	*10,000.00*	*19,500.00*	*27,525.00*	*37,098.75*	*45,196.30*
Total	$202,315.28	$231,069.97	$224,232.87	$481,724.71	$640,806.11	$624,108.56

I. S.

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STATEMENT #8.

WRIGLEY vs. LARSON.

Capital Invested.
Effect on Surplus of Adjustment on Pulver Payments.

Jan. 1, 1914	$ 91,397.00	$ 1,574.95	$89,822.05
Do. 1915	121,222.00	49,479.36	71,742.64
Do. 1916	151,097.00	97,383.77	53,713.23
Do. 1916	181,097.00	145,288.18	35,808.82
Do. 1918	211,097.00	193,192.59	17,904.41
Do. 1919	241,097.00	241,097.00	....

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Wrigley Loses $1,855.49

STATEMENT #9.
WRIGLEY vs. LARSON.

Interest on Capital Invested at rate of 7% (Excluding Goodwill, Patents, and Canadian and Australian Companies).

		Chargeable at 7%	Charged in Wrigley A/C. Filed at 7%	Increase or *Decrease*
July 28 to Dec. 31, 1914:				
Average Investment,	$5,343,438.50			
Int. at 7% for 1 Yr.,	374,040.69			
" July 28 to Dec. 31,	155,850.28			
Deduct:				
Receipts from Tenants,	10,694.08			
	$ 145,156.20			
Proportion chargeable to Doublemint 18.6887%		$ 27,127.81	$ 26,642.00	$ 485.81
Year 1915:				
Average Investment,	$5,371,737.19			
Int. at 7% for 1 Yr.,	376,021.60			
Deduct:				
Receipts from Tenants,	21,607.22			
	$354,414.38			
Proportion chargeable to Doublemint 20.37079%,		72,197.01	78,049.77	*5,852.76*
Year 1916:				
Average Investment,	$5,830,470.65			
Int. at 7% for 1 Yr.	408,132.94			
Deduct:				
Receipts from Tenants,	19,102.65			
	$ 389,030.29			
Proportion chargeable to Doublemint 17.2101%		66,952.50	68,651.52	*1,699.02*
Year 1917:				
Average Investment,	$6,557,153.75			
Int. at 7% for 1 Yr.,	459,000.74			
Deduct:				
Receipts from Tenants,	14,132.26			
	$ 444,868.48			
Proportion chargeable to Doublemint 15.274%		67,949.21	72,061.20	*4,111.99*
Jan. 1 to Aug. 24, 1918:				
Average Investment	$7,090,664.75			
Int. at 7% for 1 Yr.,	496,346.53			
" 1/1 to 8/24,	320,925.43			
Deduct:				
Receipts from Tenants,	5,606.47			
	$ 315,318.96			
Proportion chargeable to Doublemint 15.1778%,		47,858.48	49,873.26	*2,014.78*
Carried Forward,		$282,085.01	$295,277.75	*$ 13,192.74*

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STATEMENT #9.

WRIGLEY vs. LARSON.

Interest on Capital Invested at rate of 7% (excluding Goodwill, Patents, and Canadian and Australian Companies).

		Chargeable at 7%	Charged in Wrigley A/C Filed at 7%	Increase or *Decrease*
Brought forward,		$282,085.01	$295,277.75	*$13,192.74*
Aug. 25 to Oct. 4, 1918:				
Average Investment,	$7,090,664.75			
Int. at 7% for 1 Yr.,	496,346.53			
" Aug. 25 to Oct. 4,	55,753.99			
Deduct:				
Receipts from Tenants,	973.95			
	$ 54,780.04			
Proportion chargeable to Doublemint 20.9611%		11,482.50	11,067.63	414.87
Oct. 5, to Nov. 12, 1918:				
Average Investment,	$7,090,664.75			
Int. at 7% for 1 Yr.,	496,346.53			
" Oct. 5 to Nov. 12,	53,034.29			
Deduct:				
Receipts from Tenants,	926.44			
	$ 52,107.85			
Proportion chargeable to Doublemint 20.9611%		10,922.38	....	10,922.38
Total		$304,489.89	$306,345.38	*$ 1,855.49*

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Wrigley Gains $3,623.12

STATEMENT #10.

WRIGLEY vs. LARSON.

Interest on Capital Invested in Patents and Patent Rights calculated on Average Value in each year (net book value at beginning and end of year divided by 2) at rate of 7%, distributed between Doublemint and Other Brands in proportion to respective production.

		Chargeable at 7%	Charged in Wrigley Accounting filed at 7%	Increase or *Decrease*
July 28th to December 31st, 1914:				
Average Investment,	$1,191,176.48			
Interest at 7% for 1 Yr.,	83,382.35			
" " ", 7/28 to 12/31,	34,742.65			
Proportion chargeable to Doublemint 18.6887%,		$ 6,492.95	$ 6,252.47	$ 240.48
Year 1915:				
Average Investment,	$1,102,941.19			
Interest at 7% for 1 Yr.,	77,205.88			
Proportion chargeable to Doublemint, 20.37079%,		15,727.45	15,098.35	629.10
Year 1916:				
Average Investment,	$1,014,705.90			
Interest at 7% for 1 Yr.,	71,029.41			
Proportion chargeable to Doublemint, 17.2101%,		12,224.23	11,692.75	531.48
Year 1917:				
Average Investment,	$ 926,470.61			
Interest at 7% for 1 Yr.,	64,852.94			
Proportion chargeable to Doublemint, 15.274%,		9,905.64	9,433.94	471.70
January 1st to August 24th, 1918:				
Average Investment,	$ 838,235.32			
Interest at 7% for 1 Yr.,	58,676.47			
" " " Jan. 1 to 8/24,	37,938.76			
Proportion chargeable to Doublemint, 15.1778%,		5,758.27	5,408.97	349.30
August 25th to October 4th, 1918:				
Average Investment,	$ 838,235.32			
Interest at 7% for 1 Yr.,	58,676.47			
" " " 8/25 to 10/4,	6,269.54			
Proportion chargeable to Doublemint, 20.9611%,		1,314.16	1,294.67	19.49
October 5th to November 12th, 1918:				
Average Investment,	$ 838,235.32			
Interest at 7% for 1 Yr.,	58,676.47			
" " " 10/5 to 11/12,	6,591.05			
Proportion chargeable to Doublemint, 20.9611%,		1,381.57	....	1,381.57
Total		$52,804.27	$49,181.15	$ 3,623.12

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STATEMENT #11.
WRIGLEY vs. LARSON

Valuation of Goodwill based on (A) Profits over Periods of One Year from Aug. 1st, 1913 to July 31st, 1914, and One year from Nov. 13th, 1917 to Nov. 12th, 1918.
(B) Interest on Tangible Assets of from 6% to 15%.
(C) "Years' Purchase" of from One to Ten.

Value of Goodwill at July 31st, 1914.

		Profits for the Period 8/1/13 to 7/31/14	Interest from 6% to 15%	Profits in Excess of Interest	Two Yrs'. Purchase	Three Yrs'. Purchase	Four Yrs'. Purchase	Five Yrs'. Purchase	Six Yrs'. Purchase	Seven Yrs'. Purchase	Eight Yrs'. Purchase	Nine Yrs'. Purchase	Ten Yrs'. Purchase
Interest	6%	$1,946,340	$ 205,642	$1,740,698	$3,481,396	$5,222,094	$6,962,792	$8,703,490	$10,444,188	$12,184,886	$13,925,584	$15,666,282	$17,406,980
	7%	1,946,340	239,916	1,706,424	3,412,848	5,119,272	6,825,696	8,532,120	10,238,544	11,944,968	13,651,392	15,357,816	17,064,240
	8%	1,946,340	274,189	1,672,151	3,344,302	5,016,453	6,688,604	8,360,755	10,032,906	11,705,057	13,377,208	15,049,359	16,721,510
	9%	1,946,340	308,463	1,637,877	3,275,754	4,913,631	6,551,508	8,189,385	9,827,262	11,465,139	13,103,016	14,740,893	16,378,770
	10%	1,946,340	342,737	1,603,603	3,207,206	4,810,809	6,414,412	8,018,015	9,621,618	11,225,221	12,828,824	14,432,427	16,036,030
	11%	1,946,340	377,011	1,569,329	3,138,658	4,707,987	6,277,316	7,846,645	9,415,974	10,985,303	12,554,632	14,123,961	15,693,290
	12%	1,946,340	411,284	1,535,056	3,070,112	4,605,168	6,140,224	7,675,280	9,210,336	10,745,392	12,280,448	13,815,504	15,350,560
	13%	1,946,340	445,558	1,500,782	3,001,564	4,502,346	6,003,128	7,503,910	9,004,692	10,505,474	12,006,256	13,507,038	15,007,820
	14%	1,946,340	479,832	1,466,508	2,933,016	4,399,524	5,866,032	7,332,540	8,799,048	10,265,556	11,732,064	13,198,572	14,665,080
	15%	1,946,340	514,105	1,432,235	2,864,470	4,296,705	5,728,940	7,161,175	8,593,410	10,025,645	11,457,880	12,890,115	14,322,350

Value of Goodwill at November 12th, 1918.

		*											
Interest	6%	$3,106,053	$ 615,075	$2,490,978	$4,981,956	$7,472,934	$9,963,912	$12,454,890	$14,945,868	$17,436,846	$19,927,824	$22,418,802	$24,909,780
	7%	3,106,053	717,588	2,388,465	4,776,930	7,165,395	9,553,860	11,942,325	14,330,790	16,719,255	19,107,720	21,496,185	23,884,650
	8%	3,106,053	820,101	2,285,952	4,571,904	6,857,856	9,143,808	11,429,760	13,715,712	16,001,664	18,287,616	20,573,568	22,859,520
	9%	3,106,053	922,614	2,183,439	4,366,878	6,550,317	8,733,756	10,917,195	13,100,634	15,284,073	17,467,512	19,650,951	21,834,390
	10%	3,106,053	1,025,126	2,080,927	4,161,854	6,242,781	8,323,708	10,404,635	12,485,562	14,566,489	16,647,416	18,728,343	20,809,270
	11%	3,106,053	1,127,639	1,978,414	3,956,828	5,935,242	7,913,656	9,892,070	11,870,484	13,848,898	15,827,312	17,805,726	19,784,140
	12%	3,106,053	1,230,152	1,875,901	3,751,802	5,627,703	7,503,604	9,379,505	11,255,406	13,131,307	15,007,208	16,883,109	18,759,010
	13%	3,106,053	1,332,665	1,773,388	3,546,776	5,320,164	7,093,552	8,866,940	10,640,328	12,413,716	14,187,104	15,960,492	17,733,880
	14%	3,106,053	1,435,177	1,670,876	3,341,752	5,012,628	6,683,504	8,354,380	10,025,256	11,696,132	13,367,008	15,037,884	16,708,760
	15%	3,106,053	1,537,691	1,568,362	3,136,724	4,705,086	6,273,448	7,841,810	9,410,172	10,978,534	12,546,896	14,115,258	15,683,620

*Profits for the Period 11/13/17 to 11/12/18.

Increase in Value of Goodwill at November 12th, 1918 over Value at July 31st, 1914, on basis of from One to Ten Years' Purchase of Average Profits in excess of Interest on Tangible Assets.

		Goodwill Profits as at 11/12/18	Goodwill Profits as at 7/31/14	One Yrs'. Purchase	Two Yrs'. Purchase	Three Yrs'. Purchase	Four Yrs'. Purchase	Five Yrs'. Purchase	Six Yrs'. Purchase	Seven Yrs'. Purchase	Eight Yrs'. Purchase	Nine Yrs'. Purchase	Ten Yrs'. Purchase
Interest	6%	$2,490,978	$1,740,698	$ 750,280	$1,500,560	$2,250,840	$3,001,120	$3,751,400	$4,501,680	$5,251,960	$6,002,240	$6,752,520	$7,502,800
	7%	2,388,465	1,706,424	682,041	1,364,082	2,046,123	2,728,164	3,410,205	4,092,246	4,774,287	5,456,328	6,138,369	6,820,410
	8%	2,285,952	1,672,151	613,801	1,227,602	1,841,403	2,455,204	3,069,005	3,682,806	4,296,607	4,910,408	5,524,209	6,138,010
	9%	2,183,439	1,637,877	545,562	1,091,124	1,636,686	2,182,248	2,727,810	3,273,372	3,818,934	4,364,496	4,910,058	5,455,620
	10%	2,080,927	1,603,603	477,324	954,648	1,431,972	1,909,296	2,386,620	2,863,944	3,341,268	3,818,592	4,295,916	4,773,240
	11%	1,978,414	1,569,329	409,085	818,170	1,227,255	1,636,340	2,045,425	2,454,510	2,863,595	3,272,680	3,681,765	4,090,850
	12%	1,875,901	1,535,056	340,845	681,690	1,022,535	1,363,380	1,704,225	2,045,070	2,385,915	2,726,760	3,067,605	3,408,450
	13%	1,773,388	1,500,782	272,606	545,212	817,818	1,090,424	1,363,030	1,635,636	1,908,242	2,180,848	2,453,454	2,726,060
	14%	1,670,876	1,466,508	204,368	408,736	613,104	817,472	1,021,840	1,226,208	1,430,576	1,634,944	1,839,312	2,043,680
	15%	1,568,362	1,432,235	136,127	272,254	408,381	544,508	680,635	816,762	952,889	1,089,016	1,225,143	1,361,270

NOTE: In the preparation of this Statement the correctness of the basic figures used by Freeman (Larson's Exhibit #145a) has been assumed; the profits are however calculated in annual periods backwards from the commencement / close of the accounting period, and wherever Larson's Exhibit #145a shows profits for complete calendar years, these profits have been split in the ratio that sales of any lesser period bear to sales of entire year.

M. M.

STATEMENT #11.

WRIGLEY vs. LARSON.

Valuation of Goodwill based on (A) Average annual profits over periods of Two years from 8/1/12 to 7/31/14 and Two years from 11/13/16 to 11/12/18.
(B) Interest on Tangible Assets of from 6% to 15%.
(C) "Years' Purchase" of from one to ten.

Period August 1st, 1912 to July 31st, 1914.

		Average Profits	Interest from 6% to 15%	Profits in excess of Interest	Two Yrs'. Purchase	Three Yrs'. Purchase	Four Yrs'. Purchase	Five Yrs'. Purchase	Six Yrs'. Purchase	Seven Yrs'. Purchase	Eight Yrs'. Purchase	Nine Yrs'. Purchase	Ten Yrs'. Purchase
Interest	6%	$2,006,589	$ 284,293	$1,722,296	$3,444,592	$5,166,888	$6,889,184	$8,611,480	$10,333,776	$12,056,072	$13,778,368	$15,500,664	$17,222,960
	7%	2,006,589	331,676	1,674,913	3,349,826	5,024,739	6,699,652	8,374,565	10,049,478	11,724,391	13,399,304	15,074,217	16,749,130
	8%	2,006,589	379,058	1,627,531	3,255,062	4,882,593	6,510,124	8,137,655	9,765,186	11,392,717	13,020,248	14,647,779	16,275,310
	9%	2,006,589	426,441	1,580,148	3,160,296	4,740,444	6,320,592	7,900,740	9,480,888	11,061,036	12,641,184	14,221,332	15,801,480
	10%	2,006,589	473,823	1,532,766	3,065,532	4,598,298	6,131,064	7,663,830	9,196,596	10,729,362	12,262,128	13,794,894	15,327,660
	11%	2,006,589	521,205	1,485,384	2,970,768	4,456,152	5,941,536	7,426,920	8,912,304	10,397,688	11,883,072	13,368,456	14,853,840
	12%	2,006,589	568,587	1,438,002	2,876,004	4,314,006	5,752,008	7,190,010	8,628,012	10,066,014	11,504,016	12,942,018	14,380,020
	13%	2,006,589	615,969	1,390,620	2,781,240	4,171,860	5,562,480	6,953,100	8,343,720	9,734,340	11,124,960	12,515,580	13,906,200
	14%	2,006,589	663,352	1,343,237	2,686,474	4,029,711	5,372,948	6,716,185	8,059,422	9,402,659	10,745,896	12,089,133	13,432,370
	15%	2,006,589	710,734	1,295,855	2,591,710	3,887,565	5,183,420	6,479,275	7,775,130	9,070,985	10,366,840	11,662,695	12,958,550

Period November 13th, 1916 to November 12th, 1918.

Interest	6%	$3,097,746	$ 584,182	$2,513,564	$5,027,128	$7,540,692	$10,054,256	$12,567,820	$15,081,384	$17,594,948	$20,108,512	$22,622,076	$25,135,640
	7%	3,097,746	681,546	2,416,200	4,832,400	7,248,600	9,664,800	12,081,000	14,497,200	16,913,400	19,329,600	21,745,800	24,162,000
	8%	3,097,746	778,910	2,318,836	4,637,672	6,956,508	9,275,344	11,594,180	13,913,016	16,231,852	18,550,688	20,869,524	23,188,360
	9%	3,097,746	876,274	2,221,472	4,442,944	6,664,416	8,885,888	11,107,360	13,328,832	15,550,304	17,771,776	19,993,248	22,214,720
	10%	3,097,746	973,638	2,124,108	4,248,216	6,372,324	8,496,432	10,620,540	12,744,648	14,868,756	16,992,864	19,116,972	21,241,080
	11%	3,097,746	1,071,001	2,026,745	4,053,490	6,080,235	8,106,980	10,133,725	12,160,470	14,187,215	16,213,960	18,240,705	20,267,450
	12%	3,097,746	1,168,365	1,929,381	3,858,762	5,788,143	7,717,524	9,646,905	11,576,286	13,505,667	15,435,048	17,364,429	19,293,810
	13%	3,097,746	1,265,729	1,832,017	3,664,034	5,496,051	7,328,068	9,160,085	10,992,102	12,824,119	14,656,136	16,488,153	18,320,170
	14%	3,097,746	1,363,093	1,734,653	3,469,306	5,203,959	6,938,612	8,673,265	10,407,918	12,142,571	13,877,224	15,611,877	17,346,530
	15%	3,097,746	1,460,457	1,637,289	3,274,578	4,911,867	6,549,156	8,186,445	9,823,734	11,461,023	13,098,312	14,735,601	16,372,890

Increase in value of Goodwill at November 12th, 1918 over value at July 31st, 1914 on basis of from One to Ten Years' Purchase of average profits in excess of interest on tangible assets.

		Goodwill Profits as at 11/12/18	Goodwill Profits as at 7/31/14	One Yrs'. Purchase	Two Yrs'. Purchase	Three Yrs'. Purchase	Four Yrs'. Purchase	Five Yrs'. Purchase	Six Yrs'. Purchase	Seven Yrs'. Purchase	Eight Yrs'. Purchase	Nine Yrs'. Purchase	Ten Yrs'. Purchase
Interest	6%	$2,513,564	$1,722,296	$ 791,268	$1,582,536	$2,373,804	$3,165,072	$3,956,340	$4,747,608	$5,538,876	$6,330,144	$7,121,412	$7,912,680
	7%	2,416,200	1,674,913	741,287	1,482,574	2,223,861	2,965,148	3,706,435	4,447,722	5,189,009	5,930,296	6,671,583	7,412,870
	8%	2,318,836	1,627,531	691,305	1,382,610	2,073,915	2,765,220	3,456,525	4,147,830	4,839,135	5,530,440	6,221,745	6,913,050
	9%	2,221,472	1,580,148	641,324	1,282,648	1,923,972	2,565,296	3,206,620	3,847,944	4,489,268	5,130,592	5,771,916	6,413,240
	10%	2,124,108	1,532,766	591,342	1,182,684	1,774,026	2,365,368	2,956,710	3,548,052	4,139,394	4,730,736	5,322,078	5,913,420
	11%	2,026,745	1,485,384	541,361	1,082,722	1,624,083	2,165,444	2,706,805	3,248,166	3,789,527	4,330,888	4,872,249	5,413,610
	12%	1,929,381	1,438,002	491,379	982,758	1,474,137	1,965,516	2,456,895	2,948,274	3,439,653	3,931,032	4,422,411	4,913,790
	13%	1,832,017	1,390,620	441,397	882,794	1,324,191	1,765,588	2,206,985	2,648,382	3,089,779	3,531,176	3,972,573	4,413,970
	14%	1,734,653	1,343,237	391,416	782,832	1,174,248	1,565,664	1,957,080	2,348,496	2,739,912	3,131,328	3,522,744	3,914,160
	15%	1,637,289	1,295,855	341,434	682,868	1,024,302	1,365,736	1,707,170	2,048,604	2,390,038	2,731,472	3,072,906	3,414,340

NOTE: In the preparation of this Statement the correctness of the basic figures used by Freeman (Larson's Exhibit #145a) has been assumed; the profits are, however, calculated in annual periods backwards from the commencement / close of the accounting period, and wherever Larson's Exhibit #145a shows profits for complete calendar years, these profits have been split in the ratio that Sales of any lesser period bear to Sales of entire year.

M. M.

STATEMENT #11.

WRIGLEY vs. LARSON

Valuation of Goodwill based on (A) Average Annual Profits over periods of Three years from Aug. 1st, 1911 to July 31st, 1914 and Three Years from Nov. 13th, 1915 to Nov. 12th, 1918.
(B) Interest on Tangible Assets of from 6% to 15%.
(C) "Years' Purchase" of from one to ten.

Period August 1st, 1911 to July 31st, 1914.

		Average Profits	Interest from 6% to 15%	Profits in excess of Interest	Two Yrs'. Purchase	Three Yrs'. Purchase	Four Yrs'. Purchase	Five Yrs'. Purchase	Six Yrs'. Purchase	Seven Yrs'. Purchase	Eight Yrs'. Purchase	Nine Yrs'. Purchase	Ten Yrs'. Purchase
Interest	6%,	$1,920,863	$ 247,498	$1,673,365	$3,346,730	$5,020,095	$6,693,460	$8,366,825	$10,040,190	$11,713,555	$13,386,920	$15,060,285	$16,733,650
	7%,	1,920,863	288,747	1,632,116	3,264,232	4,896,348	6,528,464	8,160,580	9,792,696	11,424,812	13,056,928	14,689,044	16,321,160
	8%,	1,920,863	329,997	1,590,866	3,181,732	4,772,598	6,363,464	7,954,330	9,545,196	11,136,062	12,726,928	14,317,794	15,908,660
	9%,	1,920,863	371,247	1,549,616	3,099,232	4,648,848	6,198,464	7,748,080	9,297,696	10,847,312	12,396,928	13,946,544	15,496,160
	10%,	1,920,863	412,497	1,508,366	3,016,732	4,525,098	6,033,464	7,541,830	9,050,196	10,558,562	12,066,928	13,575,294	15,083,660
	11%,	1,920,863	453,746	1,467,117	2,934,234	4,401,351	5,868,468	7,335,585	8,802,702	10,269,819	11,736,936	13,204,053	14,671,170
	12%,	1,920,863	494,996	1,425,867	2,851,734	4,277,601	5,703,468	7,129,335	8,555,202	9,981,069	11,406,936	12,832,803	14,258,670
	13%,	1,920,863	536,246	1,384,617	2,769,234	4,153,851	5,538,468	6,923,085	8,307,702	9,692,319	11,076,936	12,461,553	13,846,170
	14%,	1,920,863	577,496	1,343,367	2,686,734	4,030,101	5,373,468	6,716,835	8,060,202	9,403,569	10,746,936	12,090,303	13,433,670
	15%,	1,920,863	618,745	1,302,118	2,604,236	3,906,354	5,208,472	6,510,590	7,812,708	9,114,826	10,416,944	11,719,062	13,021,180

Period November 13th, 1915 to November 12th, 1918.

Interest	6%,	$2,938,116	$ 550,420	$2,387,696	$4,775,392	$7,163,088	$9,550,784	$11,938,480	$14,326,176	$16,713,872	$19,101,568	$21,489,264	$23,876,960
	7%,	2,938,116	642,157	2,295,959	4,591,918	6,887,877	9,183,836	11,479,795	13,775,754	16,071,713	18,367,672	20,663,631	22,959,590
	8%,	2,938,116	733,894	2,204,222	4,408,444	6,612,666	8,816,888	11,021,110	13,225,332	15,429,554	17,633,776	19,837,998	22,042,220
	9%,	2,938,116	825,631	2,112,485	4,224,970	6,337,455	8,449,940	10,562,425	12,674,910	14,787,395	16,899,880	19,012,365	21,124,850
	10%,	2,938,116	917,367	2,020,749	4,041,498	6,062,247	8,082,996	10,103,745	12,124,494	14,145,243	16,165,992	18,186,741	20,207,490
	11%,	2,938,116	1,009,104	1,929,012	3,858,024	5,787,036	7,716,048	9,645,060	11,574,072	13,503,084	15,432,096	17,361,108	19,290,120
	12%,	2,938,116	1,100,841	1,837,275	3,674,550	5,511,825	7,349,100	9,186,375	11,023,650	12,860,925	14,698,200	16,535,475	18,372,750
	13%,	2,938,116	1,192,578	1,745,538	3,491,076	5,236,614	6,982,152	8,727,690	10,473,228	12,218,766	13,964,304	15,709,842	17,455,380
	14%,	2,938,116	1,284,315	1,653,801	3,307,602	4,961,403	6,615,204	8,269,005	9,922,806	11,576,607	13,230,408	14,884,209	16,538,010
	15%,	2,938,116	1,376,052	1,562,064	3,124,128	4,686,192	6,248,256	7,810,320	9,372,384	10,934,448	12,496,512	14,058,576	15,620,640

Increase in Value of Goodwill at November 12th, 1918 over Value at July 31st, 1914, on basis of from One to Ten Years' Purchase of Average Profits in excess of Interest on Tangible Assets.

		Goodwill Profits as at 11/12/18	Goodwill Profits as at 7/31/14	One Yrs'. Purchase	Two Yrs'. Purchase	Three Yrs'. Purchase	Four Yrs'. Purchase	Five Yrs'. Purchase	Six Yrs'. Purchase	Seven Yrs'. Purchase	Eight Yrs'. Purchase	Nine Yrs'. Purchase	Ten Yrs'. Purchase
Interest	6%,	$2,387,696	$1,673,365	$ 714,331	$1,428,662	$2,142,993	$2,857,324	$3,571,655	$4,285,986	$5,000,317	$5,714,648	$6,428,979	$7,143,310
	7%,	2,295,959	1,632,116	663,843	1,327,686	1,991,529	2,655,372	3,319,215	3,983,058	4,646,901	5,310,744	5,974,587	6,638,430
	8%,	2,204,222	1,590,866	613,356	1,226,712	1,840,068	2,543,424	3,066,780	3,680,136	4,293,492	4,906,848	5,520,204	6,133,560
	9%,	2,112,485	1,549,616	562,869	1,125,738	1,688,607	2,251,476	2,814,345	3,377,214	3,940,083	4,502,952	5,065,821	5,628,690
	10%,	2,020,749	1,508,366	512,383	1,024,766	1,537,149	2,049,532	2,561,915	3,074,298	3,586,681	4,099,064	4,611,447	5,123,830
	11%,	1,929,012	1,467,117	461,895	923,790	1,385,685	1,847,580	2,309,475	2,771,370	3,233,265	3,695,160	4,157,055	4,618,950
	12%,	1,837,275	1,425,867	411,408	822,816	1,234,224	1,645,632	2,057,040	2,468,448	2,879,856	3,291,264	3,702,672	4,114,080
	13%,	1,745,538	1,384,617	360,921	721,842	1,082,763	1,443,684	1,804,605	2,165,526	2,526,447	2,887,368	3,248,289	3,609,210
	14%,	1,653,801	1,343,367	310,434	620,868	931,302	1,241,736	1,552,170	1,862,604	2,173,038	2,483,472	2,793,906	3,104,340
	15%,	1,562,064	1,302,118	259,946	519,892	779,838	1,039,784	1,299,730	1,559,676	1,819,622	2,079,568	2,339,514	2,599,460

NOTE: In the preparation of this Statement the correctness of the basic figures used by Freeman (Larson's Exhibit #145a) has been assumed; the profits are, however, calculated in annual periods backwards from the commencement / close of the accounting period, and wherever Larson's Exhibit #145a shows profits for complete calendar years, these profits have been split in the ratio that sales of any lesser period bear to sales of entire year.

M. M.

Valuation of Goodwill based on (A) Average Annual Profits over periods of Three Years and Seven Months from 1/1/1911 to 7/31/14 and Three Years and Seven Months from 4/13/15 to 11/12/1918
(B) Interest on Tangible Assets of from 6% to 15%.
(C) "Years Purchase" of from One to Ten.

Period January 1st, 1911 to July 31st, 1914.

		Average Profits	Interest from 6% to 15%	Profits in Excess of Interest	Two Yrs'. Purchase	Three Yrs'. Purchase	Four Yrs'. Purchase	Five Yrs'. Purchase	Six Yrs'. Purchase	Seven Yrs'. Purchase	Eight Yrs'. Purchase	Nine Yrs'. Purchase	Ten Yrs'. Purchase
Interest	6%,	$1,831,342	$ 227,707	$1,603,635	$3,207,270	$4,810,905	$6,414,540	$8,018,175	$9,621,810	$11,225,445	$12,829,080	$14,432,715	$16,036,350
	7%,	1,831,342	265,659	1,565,683	3,131,366	4,697,049	6,262,732	7,828,415	9,394,098	10,959,781	12,525,464	14,091,147	15,656,830
	8%,	1,831,342	303,610	1,527,732	3,055,464	4,583,196	6,110,928	7,638,660	9,166,392	10,694,124	12,221,856	13,749,588	15,277,320
	9%,	1,831,342	341,561	1,489,781	2,979,562	4,469,343	5,959,124	7,448,905	8,938,686	10,428,467	11,918,248	13,408,029	14,897,810
	10%,	1,831,342	379,513	1,451,829	2,903,658	4,355,487	5,807,316	7,259,145	8,710,974	10,162,803	11,614,632	13,066,461	14,518,290
	11%,	1,831,342	417,464	1,413,878	2,827,756	4,241,634	5,655,512	7,069,390	8,483,268	9,897,146	11,311,024	12,724,902	14,138,780
	12%,	1,831,432	455,415	1,375,927	2,751,854	4,127,781	5,503,708	6,879,635	8,255,562	9,631,489	11,007,416	12,383,343	13,759,270
	13%,	1,831,342	493,367	1,337,975	2,675,950	4,013,925	5,351,900	6,689,875	8,027,850	9,365,825	10,703,800	12,041,775	13,379,250
	14%,	1,831,342	531,318	1,300,024	2,600,048	3,900,092	5,200,096	6,500,120	7,800,144	9,100,168	10,400,192	11,700,216	13,000,240
	15%,	1,831,342	569,269	1,262,073	2,524,146	3,786,219	5,048,292	6,310,365	7,572,438	8,834,511	10,096,584	11,358,657	12,620,730

Period April 13th, 1915 to November 12th, 1918.

Interest	6%,	$2,769,356	$ 532,270	$2,237,086	$4,474,172	$6,711,258	$8,948,344	$11,185,430	$13,422,516	$15,659,602	$17,896,688	$20,133,774	$22,370,860
	7%,	2,769,356	620,981	2,148,375	4,296,750	6,445,125	8,593,500	10,741,875	12,890,250	15,038,625	17,187,000	19,335,375	21,483,750
	8%,	2,769,356	709,693	2,059,663	4,119,326	6,178,989	8,238,652	10,298,315	12,357,978	14,417,641	16,477,304	18,536,967	20,596,630
	9%,	2,769,356	798,405	1,970,951	3,941,902	5,912,853	7,883,804	9,854,755	11,825,706	13,796,657	15,767,608	17,738,559	19,709,510
	10%,	2,769,356	887,117	1,882,239	3,764,478	5,646,717	7,528,956	9,411,195	11,293,434	13,175,673	15,057,912	16,940,151	18,822,390
	11%,	2,769,356	975,829	1,793,527	3,587,054	5,380,581	7,174,108	8,967,635	10,761,162	12,554,689	14,348,216	16,141,743	17,935,270
	12%,	2,769,356	1,064,540	1,704,816	3,409,632	5,114,448	6,819,264	8,524,080	10,228,896	11,933,712	13,638,528	15,343,344	17,048,160
	13%,	2,769,356	1,153,252	1,616,104	3,232,208	4,848,312	6,464,416	8,080,520	9,696,624	11,312,728	12,928,832	14,544,936	16,161,040
	14%,	2,769,356	1,241,964	1,527,392	3,054,784	4,582,176	6,109,568	7,636,960	9,164,352	10,691,744	12,219,136	13,746,528	15,273,920
	15%,	2,769,356	1,330,676	1,438,680	2,877,360	4,316,040	5,754,720	7,193,400	8,632,080	10,070,760	11,509,440	12,948,120	14,386,800

Increase in Value of Goodwill at November 12th, 1918 over Value at July 31st, 1914, on basis of from One to Ten Years' Purchase of Average Profits in excess of Interest on Tangible Assets.

		Goodwill Profits as at 11/12/18	Goodwill Profits as at 7/31/14	One Yrs'. Purchase	Two Yrs'. Purchase	Three Yrs'. Purchase	Four Yrs'. Purchase	Five Yrs'. Purchase	Six Yrs'. Purchase	Seven Yrs'. Purchase	Eight Yrs'. Purchase	Nine Yrs'. Purchase	Ten Yrs'. Purchase
Interest	6%,	$2,237,086	$1,603,635	$ 633,451	$1,266,902	$1,900,353	$2,533,804	$3,167,255	$3,800,706	$4,434,157	$5,067,608	$5,701,059	$6,334,510
	7%,	2,148,375	1,565,683	582,692	1,165,384	1,748,076	2,330,768	2,913,460	3,496,152	4,078,844	4,661,536	5,244,228	5,826,920
	8%,	2,059,663	1,527,732	531,931	1,063,862	1,595,793	2,127,724	2,659,655	3,191,586	3,723,517	4,255,448	4,787,379	5,319,310
	9%,	1,970,951	1,489,781	481,170	962,340	1,443,510	1,924,680	2,405,850	2,887,020	3,368,190	3,849,360	4,330,530	4,811,700
	10%,	1,882,239	1,451,829	430,410	860,820	1,291,230	1,721,640	2,152,050	2,582,460	3,012,870	3,443,280	3,873,690	4,304,100
	11%,	1,793,527	1,413,878	379,649	759,298	1,138,947	1,518,596	1,898,245	2,277,894	2,657,543	3,037,192	3,416,841	3,796,490
	12%,	1,704,816	1,375,927	328,889	657,778	986,667	1,315,556	1,644,445	1,973,334	2,302,223	2,631,112	2,960,001	3,288,890
	13%,	1,616,104	1,337,975	278,129	556,258	834,387	1,112,516	1,390,645	1,668,774	1,946,903	2,225,032	2,503,161	2,781,290
	14%,	1,527,392	1,300,024	227,368	454,736	682,104	909,472	1,136,840	1,364,208	1,591,576	1,818,944	2,046,312	2,273,680
	15%,	1,438,680	1,262,073	176,607	353,214	529,821	706,428	883,035	1,059,642	1,236,249	1,412,856	1,589,463	1,766,070

NOTE: In the preparation of this Statement the correctness of the basic figures used by Freeman (Larson's Exhibit #145a) has been assumed; the profits are, however, calculated in annual periods backwards from the commencement / close of the accounting period, and wherever Larson's Exhibit #145a shows profits for complete calendar years, these profits have been split in the ratio that sales of any lesser period bear to sales of entire year.

M. M.

49 Wrigley Gains $290,454.91.

STATEMENT #12.

WRIGLEY vs. LARSON.

Interest on Goodwill of $6,000,000.00 at 7%, July 28, 1914 to November 12, 1918.

The effect of including Interest on Goodwill in the accounting filed is to decrease the Profits applicable to Doublemint as follows:

July 28, 1914 to Dec. 31, 1914:		
Interest for One Year	$420,000.00	
Interest July 28, 1914 to Dec. 31, 1914	180,657.53	
Ratio of Doublemint Sales to All Sales	16.1927%	
Amount chargeable to Doublemint		$ 29,253.33
Year 1915:		
Interest for One Year	$420,000.00	
Ratio of Doublemint Sales to All Sales	18.692%	
Amount chargeable to Doublemint		78,506.40
Year 1916:		
Interest for One Year:	$420,000.00	
Ratio of Doublemint Sales to All Sales	16.4229%	
Amount chargeable to Doublemint		68,976.18
Year 1917:		
Interest for One Year	$420,000.00	
Ratio of Doublemint Sales to All Sales	14.9424%	
Amount chargeable to Doublemint		62,758.08
Jan. 1, to Aug. 24, 1918:		
Interest for One Year	$420,000.00	
Interest Jan. 1, to Aug. 24, 1918	271,561.64	
Ratio of Doublemint Sales to All Sales	14.9042%	
Amount chargeable to Doublemint		40,474.09
Aug. 25, 1918 to Oct. 4, 1918:		
Interest for One Year	$420,000.00	
Interest Aug. 25, 1918 to Oct. 4, 1918	47,178.08	
Ratio of Doublemint Sales to All Sales	19.8089%	
Amount chargeable to Doublemint		9,345.46
Oct. 5, 1918 to Nov. 12, 1918:		
Interest for One Year	$420,000.00	
Interest Oct. 5, 1918 to Nov. 12, 1918	44,876.71	
Ratio of Doublemint Sales to All Sales	2.54335%	
Amount chargeable to Doublemint		1,141.37
Total, being decrease in Profits derived from Doublemint, due to above Interest charges		$290,454.91

ELH

50 Wrigley Gains $778,426.63

STATEMENT #13.

WRIGLEY vs. LARSON.

Interest on Goodwill at rate of 7% per annum, distributed between Doublemint and Other Brands in proportion to Sales.

Value of Goodwill being assumed to be ten years' purchase of excess average value of annual profits of last 3-1/2 years, over Interest on Tangible Capital at 6% in accordance with theory advanced by Freeman in Larson's Exhibit #145a. (The Goodwill value at the beginning and end of each period has been added and the total divided by two to get average value applicable to each period).

July 28 to December 31, 1914:		
Average Value,	$15,372,205.00	
Interest at 7% for One Year,	1,076,054.35	
Interest at 7% July 28 to December 31, 1914	462,850.76	
Proportion chargeable to Doublemint-16.1927%		$ 74,948.02
Year 1915:		
Average Value,	$14,311,310.00	
Interest at 7% for One Year,	1,001,791.70	
Proportion chargeable to Doublemint-18.692%		187,254.90
Year 1916:		
Average Value,	$14,559,110.00	
Interest at 7% for One Year,	1,019,137.70	
Proportion chargeable to Doublemint-16.4229%		167,371.96
Year 1917:		
Average Value,	$16,778,480.00	
Interest at 7% for One Year,	1,174,493.60	
Proportion chargeable to Doublemint-14.9424%		175,497.53
January 1 to August 24, 1918:		
Average Value,	$20,410,255.00	
Interest at 7% for One Year,	1,428,717.85	
Interest at 7% Jan. 1 to Aug. 24,	923,773.65	
Proportion chargeable to Doublemint-14.9042%		137,681.07
August 25 to October 4, 1918:		
Average Value,	$20,410,255.00	
Interest at 7% for One Year,	1,428,717.85	
Interest at 7% Aug. 25 to Oct. 4,	160,486.11	
Proportion chargeable to Doublemint-19.8089%		31,790.53
October 5 to November 12, 1918:		
Average Value,	$20,410,255.00	
Interest at 7% for One Year,	1,428,717.85	
Interest at 7% Oct. 5 to Nov. 12,	152,657.50	
Proportion chargeable to Doublemint-2.54335%		3,882.61
		$778,426.63

ELH

51 WrigleyGains $747,760.92

STATEMENT #13.

WRIGLEY vs. LARSON.

Interest on Goodwill at rate of 7% per annum, distributed between Doublemint and Other Brands in proportion to Sales.

Value of Goodwill being assumed to be Ten Years Purchase of Excess Average value of Annual Profits of last 3-1/2 years over Interest on Tangible Capital at 7% in accordance with theory advanced by Freeman in Larson Exhibit 145A. (The Goodwill value at the beginning and end of each period have been added, and total divided by two to get average applicable to each period.)

July 28th to December 31st, 1914:		
Average Value,	$14,960,450.00	
Interest at 7% for 1 year,	1,047,231.50	
" " " July 28 to Dec 31,	450,448.70	
Proportion chargeable to Doublemint, 16.1927%		$ 72,939.81
Year 1915:		
Average value,	$13,808,030.00	
Interest at 7% for 1 year,	966,562.10	
Proportion chargeable to Doublemint, 18.692%,		180,669.79
Year 1916:		
Average value,	$13,934,205.00	
Interest at 7% for 1 year,	975,394.35	
Proportion chargeable to Doublemint, 16.4229%,		160,188.05
Year 1917:		
Average value,	$16,039,020.00	
Interest at 7% for 1 year,	1,122,731.40	
Proportion chargeable to Doublemint, 14.9424%,		167,763.02
January 1st to August 24th, 1918:		
Average value,	$19,567,995.00	
Interest at 7% for 1 year,	1,369,759.65	
" " " Jan. 1st to Aug. 24th,	885,651.36	
Proportion chargeable to Doublemint, 14.9042%,		131,999.26
August 25th to October 4th, 1918:		
Average value,	$19,567,995.00	
Interest at 7% for 1 year,	1,369,759.65	
" " " Aug. 25th to Oct. 4th,	153,863.16	
Proportion chargeable to Doublemint, 19.8089%,		30,478.60
October 5th to November 12th, 1918:		
Average value,	$19,567,995.00	
Interest at 7% for 1 year,	1,369,759.65	
" " " Oct. 5th to Nov. 12th,	146,357.64	
Proportion chargeable to Doublemint, 2.54335%,		3,722.39
Total		$747,760.92

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STATEMENT #14.
WRIGLEY vs. LARSON.
Overhead Expenses—Summary of Differences between Filed Account, Touche, Niven & Company's Revised Account, referenced to supporting Statements #14-1 to 14-36, in which each difference is fully explained.

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Column 1.	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
	July 28 to Dec. 31, 1924			Year 1915			Year 1916			Year 1917			January 1 to Aug. 24, 1918		
Stat. No.	Per Filed Account	Per Touche, Niven & Co.	Per Statements herewith	Per Filed Account	Per Touche, Niven & Co.	Per Statements herewith	Per Filed Account	Per Touche, Niven & Co.	Per Statements herewith	Per Filed Account	Per Touche, Niven & Co.	Per Statements herewith	Per Filed Account	Per Touche, Niven & Co.	Per Statement herewith
1. Depreciation on Buildings,	$ 3,006.16	$	$ 2,617.52	$	$	$	$	$	$	$	$	$	$	$	$ ....
2. Tax on Essential Oil,	....	....	....	....	....	....	....	....	....	....	....	....	48.28	....	
3. Illinois Manufacturers Assn., Payment,	....	....	....	....	....	....	....	....	....	....	....	....	....	....	
4. George F. Desbien,	105.09	....	105.09	....	....	....	....	....	....	....	....	....	....	....	
5. Paris Advertising,	110.05	....	110.05	....	....	....	....	....	....	....	....	....	....	....	
6. Refund of Misappropriations,	*372.37*	....	*200.57*	....	....	....	....	....	....	....	....	....	....	....	
7. Frank F. Pulver,	4,857.81	....	3,315.33	5,607.60	....	8,954.29	4,926.87	....	7,867.29	4,482.71	....	7,158.07	....	....	4,6
8. " " "	....	....	....	*35.65*	*35.65*	....	*21.51*	*21.51*	....	....	....	....	....	....	
9. Cost of Alterations of Main Office,	....	....	....	....	....	....	418.10	66.42	418.10	....	73.84	....	....	*40.06*	
10. Plans for Factory Addition (Not Used),	....	....	....	....	....	....	....	....	....	....	....	....	....	....	7
11. Legal Fees—Canadian Co.,	....	....	....	....	....	....	217.26	....	41.06	....	....	....	....	....	
12. Salaries and Expenses of Brooklyn and Toronto,	485.23	....	560.03	....	....	....	....	....	....	....	....	....	....	....	
13. Capital Stock (Ill. Franchise), Tax,	....	....	....	....	....	....	....	....	....	....	....	....	....	....	
14. Accounts Receivable Closed Out,	*17.91*	*17.91*	*17.91*	7,143.20	7,143.20	7,143.20	5,013.43	5,013.43	5,013.43	*281.73*	*281.73*	*281.73*	*132.70*	*132.70*	
15. Scratchard Account,	....	....	....	161.70	....	....	....	....	....	....	....	....	....	....	
15. Picnic Gum,	228.34	....	....	66.22	....	....	....	....	....	....	....	....	....	....	
15. J. R. Offield, Retainer,	134.94	....	....	....	....	....	....	....	....	....	....	....	124.20	....	
15. Heating, Shipping Department,	199.84	....	....	....	....	....	....	....	....	....	....	....	....	....	
15. Inventory,	*339.20*	....	....	....	....	....	....	....	....	....	....	....	....	....	
15. Percy Short,	153.83	....	....	....	....	....	....	....	....	....	....	....	....	....	
15. Shipping Department Rent,	....	....	....	....	....	....	....	....	....	....	....	....	....	....	
15. Salesmen's Premiums,	2,261.23	2,261.23	2,261.23	7,031.36	6,208.44	6,208.44	6,663.77	6,663.77	6,663.77	8,394.84	8,394.84	8,394.84	4,905.98	4,905.98	4,9
15. Reserve for Taxes,	....	....	....	....	....	....	....	....	....	....	....	....	....	....	
16. Brooklyn Agency Expenses,	....	....	....	....	....	....	....	....	....	....	....	....	....	....	
17. Canadian Business Profits Tax,	....	....	....	....	....	....	1,970.75	1,970.75	3,570.74	....	....	....	....	....	
18. Witness Expense,	....	....	....	....	....	....	....	....	....	224.14	224.14	....	....	....	
Parkinson & Lane Fees,	....	....	....	....	....	....	....	....	....	....	....	....	....	....	
19. Office Stationery and Circulars,	1,628.03	1,628.03	1,538.86	5,588.35	5,588.35	5,422.06	14,897.15	14,897.15	10,905.85	8,429.70	8,429.70	4,988.50	1,254.02	1,254.02	1,5
20. Miscellaneous Advertising,	49.51	49.51	49.51	209.33	209.33	190.64	181.53	181.53	180.87	122.38	122.38	119.42	160.77	160.77	
21. Advs. to Chicle Growers (Suspense),	97.71	97.71	97.71	1,879.92	1,879.92	1,879.92	2,380.63	2,380.63	2,380.63	2,192.38	2,192.38	2,192.38	*359.66*	*359.66*	
21. " " " "	1,940.99	....	2,240.18	....	....	....	....	....	....	....	....	....	....	....	
22. Paris Office Salary and Expense,	450.26	36.52	450.26	....	....	....	....	....	....	....	....	....	....	....	
23. Administration Expense,	8,096.34	3,036.12	8,096.34	20,078.33	6,059.33	20,078.33	17,643.40	5,326.22	17,643.40	17,006.84	5,800.04	17,006.84	12,022.73	4,570.63	12,0
24. Depreciation on Motor Trucks,	1,131.61	472.11	494.60	....	....	....	....	....	....	....	....	....	....	....	
25. Paris Office Fixtures,	....	....	....	....	....	....	111.41	22.28	111.41	....	....	....	....	....	
26. Agency Expenses,	6,253.14	6,253.14	6,253.14	17,941.07	17,941.07	17,941.07	26,303.54	26,303.54	26,303.54	19,574.70	19,574.70	19,574.70	8,853.56	8,853.56	8,8
27. Expense—Miscellaneous,	2,570.62	2,570.62	2,570.62	1,645.19	1,645.19	1,645.19	*1,897.41*	*1,897.41*	*1,897.41*	4,834.34	4,834.34	4,834.34	6,358.38	6,358.38	6,3
28. Reapportionment of 1918 Overhead Expense,	....	....	....	....	....	....	....	....	....	....	....	....	....	....	7,9
29. Cost of transferring Gum from old to new boxes,	....	....	....	....	....	....	44.63	....	....	....	....	....	....	....	
30. N. Y. Office Salaries & Expenses,	....	....	....	....	....	....	....	....	....	....	....	....	....	....	
31. Commission on Canadian Sales,	169.30	....	....	....	....	....	....	....	....	....	....	....	....	....	
32. Brooklyn Factory Sales,	134.58	....	....	416.56	....	....	557.64	....	....	820.83	....	....	467.33	....	
33. Trade Discounts,	5,586.44	5,586.44	5,586.44	22,956.39	22,956.39	22,956.39	23,448.07	23,448.07	23,448.07	8,007.03	8,007.03	26,256.34	16,362.87	16,362.87	17,2
34. Brooklyn Moving Expense,	....	....	....	....	....	....	....	....	....	....	....	....	850.38	....	28,3
35. Taxes (Other than Inc. & Excess Profits,	2.32	1,092.51	1,039.93	3,660.33	3,112.14	3,037.29	3,241.83	3,394.65	3,367.92	5,510.82	3,810.16	4,841.70	6,009.96	4,805.43	4,6
36. Interest Received (Net),	1,129.42	1,129.42	*255.09*	*1,402.23*	*1,402.23*	*1,315.46*	*1,913.63*	*7,705.25*	*7,541.02*	*2,152.30*	*5,515.80*	*5,075.35*	*2,662.83*	*9,017.67*	*9,5*
37. Commissions,	793.25	793.25	793.25	2,770.74	2,770.74	2,770.74	3,018.27	3,018.27	3,018.27	19,772.47	19,772.47	1,197.30	*70.35*	*70.35*	
Fractional Differences,	.10	.01	....	*.02*	.66	....	*.03*	2.04	....	....	....	....	.02	.01	
Expenses remaining unchanged (#14a),	35,596.82	35,596.82	35,596.82	102,166.46	102,166.46	102,166.46	116,626.22	116,626.22	116,626.22	136,709.18	136,709.18	136,709.18	126,242.81	126,242.81	126,2
	$76,443.48	$60,585.53	$73,303.34	$197,884.85	$176,243.34	$199,078.56	$223,831.92	$199,690.80	$218,133.14	$233,648.34	$212,147.67	$227,916.53	$180,435.75	$163,894.02	$213,6

M.M.

STATEMENT #14.
WRIGLEY vs. LARSON.

Overhead Expenses—Summary of Differences between Filed Account, Touche, Niven & Company's Report, and Revised Account, referenced to supporting Statements #14-1 to 14-36, in which each difference is fully explained.

9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	
1916			Year 1917		January 1 to Aug. 24, 1918			August 25 to October 4, 1918			October 5 to November 12, 1918			Total July 28, 1914 to Nov. 12, 1918.					
Touche, & Co.	Per Statements herewith	Per Filed Account	Per Touche, Niven & Co.	Per Statements herewith	Per Per Filed Account	Per Touche, Niven & Co.	Per Statements herewith	Per Per Filed Account	Per Touche, Niven & Co.	Per Statement herewith	Per Per Filed Account	Per Touche, Niven & Co.	Per Statements herewith	Per Filed Account	Per Touche, Niven & Co.	Per Statements herewith	Difference between Filed Account & Touche, Niven & Co.	Difference Between Filed A/c. & Attached Statements	Stat. No.
....	$	$	$	$	$	$	$	$	$	$	$	$	$	$ 3,006.16	$	$ 2,617.52	$ 3,006.16	$ 388.64	1.
....	....	....	....	....	48.28	....	49.17	....	....	....	....	....	....	48.28	....	49.17	48.28	.89	2.
....	....	....	....	....	....	....	....	4.95	....	4.95	....	....	....	4.95	....	4.95	4.95	....	3.
....	....	....	....	....	....	....	....	....	....	....	....	....	....	105.09	....	105.09	105.09	....	4.
....	7,867.29	4,482.71	....	7,158.07	....	....	4,616.40	....	....	1,065.92	....	....	130.18	110.05	....	110.05	110.05	....	5.
21.51	....	....	....	....	....	....	....	....	....	....	....	....	....	*372.37*	....	*200.57*	*372.37*	*171.80*	6.
66.42	418.10	....	73.84	....	....	*40.06*	....	....	11.86	....	....	....	....	19,875.00	....	33,107.48	19,875.00	*13,232.48*	7.
....	....	....	....	....	....	....	....	....	....	....	....	2.13	....	*57.16*	*57.16*	....	....	*57.16*	8.
..	41.06	....	....	....	....	....	748.23	....	....	....	51.07	....	....	418.10	114.19	418.10	303.91	....	9.
....	....	....	....	....	....	....	....	....	....	....	....	....	....	51.07	....	748.23	51.07	*697.16*	10.
....	....	....	....	....	....	....	....	....	....	....	....	....	....	217.26	....	41.06	217.26	176.20	11.
013.43	5,013.43	*281.73*	*281.73*	*281.73*	*132.70*	*132.70*	*132.70*	*29.09*	251.41 *29.09*	*29.09*	217.88 117.23	217.88 *17.92*	*17.92*	485.23 217.88 11,812.43	469.29 11,677.28	560.03 11,677.28	485.23 *251.41* 135.15	*74.80* 217.88 135.15	12. 13. 14.
....	....	....	....	....	124.20	....	....	....	165.07	165.07	....	....	....	161.70 294.56 259.14	165.07	.... 165.07	161.70 294.56 94.07	161.70 294.56 94.07	15. 15. 15.
....	....	....	....	....	....	....	....	....	....	....	....	....	....	199.84	....	....	199.84	199.84	15.
....	....	....	....	....	....	....	....	....	....	....	....	....	....	*339.20*	....	....	*339.20*	*339.20*	15.
663.77	6,663.77	8,394.84	8,394.84	8,394.84	4,905.98	4,905.98	4,905.98	1,199.74	1,199.74	1,199.74	35.06 149.53	149.53	149.53	153.83 35.06 30,606.45	29,783.53	29,783.53	153.83 35.06 822.92	153.83 35.06 822.92	15. 15. 15.
....	....	....	....	....	....	....	....	*8.28*	....	....	....	....	....	*8.28*	....	....	*8.28*	*8.28*	15.
270.75	3,570.74	....	....	....	....	....	....	1,545.65	....	....	*2,138.91*	....	....	*593.26*	....	....	*593.26*	*593.26*	15.
....	....	224.14	224.14	....	....	....	....	....	....	....	....	....	....	1,970.75	1,970.75	3,570.74	....	*1,599.99*	16.
997.15	10,905.85	8,429.70	8,429.70	4,988.50	1,254.02	1,254.02	1,552.57	....	....	....	41.03	....	....	224.14 41.03	224.14	....	.... 41.03	224.14 41.03	17. 18.
181.53	180.87	122.38	122.38	119.42	160.77	160.77	134.69	....	....	....	....	....	....	31,797.25	31,797.25	24,407.84	....	7,389.41	19.
380.63	2,380.63	2,192.38	2,192.38	2,192.38	*359.66*	*359.66*	*359.66*	*9.73*	*9.73*	*9.73*	4.11	4.11	4.11	723.52 6,185.36	723.52 6,185.36	675.13 6,185.36	....	48.39	20. 21.
....	....	....	....	....	....	....	....	....	....	....	....	....	....	1,940.99	....	2,240.18	1,940.99	*299.19*	21.
626.22	17,643.40	17,006.84	5,800.04	17,006.84	12,022.73	4,570.63	12,022.73	2,255.12	857.32	2,255.12	633.68	240.91	633.68	450.26 77,736.44	36.52 25,890.57	450.26 77,736.44	413.74 51,845.87	....	22. 23.
22.28	111.41	....	....	....	....	....	....	....	....	....	....	....	....	1,131.61	472.11	494.60	659.50	637.01	24.
603.54	26,303.54	19,574.70	19,574.70	19,574.70	8,853.56	8,853.56	8,853.56	1,439.05	1,439.05	1,439.05	193.72	193.72	193.72	111.41 80,558.78	22.28 80,558.78	111.41 80,558.78	89.13	....	25. 26.
1,897.41	*1,897.41*	4,834.34	4,834.34	4,834.34	6,358.38	6,358.38	6,358.38	443.68	443.68	443.68	194.54	194.54	194.54	14,149.34	14,149.34	14,149.34	....	....	27.
....	....	....	....	....	....	....	7,978.94	....	....	4,769.57	....	....	*248.26*	....	....	12,500.25	....	*12,500.25*	28.
....	....	....	....	....	....	....	....	....	....	....	....	....	....	44.63	....	....	44.63	44.63	29.
....	....	....	....	....	....	....	....	....	....	....	87.00	....	....	87.00	....	....	87.00	87.00	30.
....	....	....	....	....	....	....	....	....	....	....	....	....	....	169.30	....	....	169.30	169.30	31.
....	....	820.83	....	....	467.33	....	....	31.56	....	....	4.44	....	....	2,432.94	....	....	2,432.94	2,432.94	32.
348.07	23,448.07	8,007.03	8,007.03	26,256.34	16,362.87	16,362.87	17,260.12	3,310.05	3,005.19	3,187.09	437.68	437.68	486.09	80,108.53	79,893.67	99,180.54	304.86	*19,072.01*	33.
....	....	....	....	....	850.38	....	28,392.93	6,516.08	....	....	1,876.22	....	....	9,242.68	....	28,392.93	9,242.68	*19,150.25*	34.
1,994.65	3,367.92	5,510.82	3,810.16	4,841.70	6,009.96	4,805.43	4,638.45	....	901.76	881.80	....	130.23	123.19	18,425.26	17,246.88	17,930.28	1,178.38	494.98	35.
7,205.25	*7,541.02*	*2,152.30*	*5,515.80*	*5,075.35*	*2,662.83*	*9,017.67*	*9,543.17*	*953.82*	*953.82*	*2,203.52*	*109.87*	*109.87*	*269.12*	*8,065.26*	*23,575.22*	*26,202.73*	15,509.96	18,137.47	36.
4,118.27	3,018.27	19,772.47	19,772.47	1,197.30	*70.35*	*70.35*	*70.35*	....	....	....	....	....	....	26,284.38	26,284.38	7,709.21	....	18,575.17	37.
2.04	....	....	....	....	.02	.01	....	.02	....	....	.01	.02	.10	.10	2.70	.10	*2.60*	....	
26.22	116,626.22	136,709.18	136,709.18	136,709.18	126,242.81	126,242.81	126,242.81	19,790.02	19,790.02	19,790.02	3,260.19	3,260.19	3,260.19	540,391.70	540,391.70	540,391.70	....	....	
990.80	$218,133.14	$233,648.34	$212,147.67	$227,916.53	$180,435.75	$163,894.02	$213,649.08	$35,535.00	$27,072.46	$32,959.67	$5,054.61	$4,703.11	$4,640.03	$952,833.95	$844,336.93	$969,669.35	$108,497.02	*$16,835.40*	

STATEMENT #14a

WRIGLEY vs. LARSON

Overhead Expenses included in Filed Account regarding which neither Touche, Niven & Company nor Ernest Reckitt & Company suggest any change

	1914	1915	1916	1917	Jan. 1st to Aug. 24, '18	8/25 to 10/4/18	10/5/18 to 11/12/18	Total
Discount,	$ 51,871.31	$149,724.49	$193,730.52	$261,551.44	$206,159.12	$ 20,493.42	$ 26,336.03	$ 909,866.33
Exchange,	3,268.22	8,533.44	8,337.96	7,868.39	6,406.46	605.96	651.35	35,671.78
Freight Out,	69,984.25	193,801.09	266,481.46	310,670.14	235,360.15	27,720.48	39,960.45	1,143,978.02
Express,	18,913.25	42,043.52	54,911.45	71,938.05	35,702.29	7,437.90	5,973.54	236,920.00
Rent,	6,175.00	15,330.00	18,260.00	18,960.00	13,000.00	1,834.68	2,065.32	75,625.00
Postage,	31,436.58	31,959.04	29,847.60	26,031.32	11,696.96	1,052.90	1,102.78	133,127.18
Audit Department Salaries,	33,102.80	97,180.40	119,756.59	147,317.60	113,204.46	13,746.21	17,680.90	541,988.96
Circular " "	7,421.28	21,989.85	25,993.21	25,282.05	15,318.10	1,663.91	1,866.54	99,534.94
Documentary Revenue Stamps,	300.00	1,867.11	1,673.78	.....	.....	.....	.....	3,840.89
Export Rebates,	*1,039.03*	*8,884.69*	*1,800.77*	*6,484.75*	.....	.....	.....	*18,209.24*
Profit on Claims,	*1,604.18*	*4,918.65*	*7,057.94*	*14,392.58*	*12,786.24*	*1,439.07*	*1,884.08*	*44,082.74*
War Tax on Sales,	.....	.....	.....	66,166.09	220,511.79	23,412.27	30,743.53	340,833.68
Insurance,	3.01	200.47	.....	.....	.....	.....	.....	203.48
Maintenance of Toronto Building,	.....	*2,247.51*	.....	.....	.....	.....	.....	*2,247.51*
Australian Organization Expense,	.....	.....	10.00	.....	.....	.....	.....	10.00
Depreciation of Furniture and Fixtures,	.....	.....	.....	.....	2,455.36	346.52	.....	2,801.88
Detail Men,	.....	.....	.....	.....	.....	3,029.49	3,688.39	6,717.88
Total	$219,832.49	$546,578.56	$710,143.86	$914,907.75	$847,028.45	$ 99,904.67	$128,184.75	$3,466,580.53
Ratio of Doublemint Sales to All Sales,	16.1927%	18.692%	16.4229%	14.9424%	14.9042%	19.8089%	2.54335%	
Amount charged to Doublemint, I. S.	$ 35,596.82	$102,166.46	$116,625.22	$136,709.18	$126,242.81	$ 19,790.02	$ 3,260.19	$ 540,391.70

55

STATEMENT #14-1.

Wrigley Loses $388.64

Wrigley v. *Larson.*

Depreciation on Buildings for the period July 28th, to December 31st, 1914.

In the Wrigley Account filed, the Company included in Overhead Expense for the period July 28th, to December 31st, 1914, Depreciation on Buildings of $18,564.90 and distributed this between Doublemint and Other Brands in proportion to sales. This amount was calculated at the rate of 5% per annum on the closing balance and included the Van Buren Street property.

Touche, Niven & Company, pages 4 and 25, disallow this charge of $18,564.90, (Doublemint proportion being $3,006.16) on the ground that it is a Manufacturing cost and that the latter has been agreed upon.

The Wrigley Company agrees that this depreciation is a manufacturing cost, and also that the Van Buren Street property should be eliminated. They contend, however, that as depreciation was not considered in determining the manufacturing cost in this period, such proportion as applies to Assets used in the manufacture of gum, is a correct charge in the accounting and that it should be distributed between Doublemint and Other Brands in proportion to production.

The effect on the filed account of adjusting this charge is as follows:

Period July 28th, to Dec. 31st, 1914:		
Charged per Wrigley Account filed 16.1927% of $18,564.90		$ 3,006.16
Correct Charge,		
Ledger Balance 12/31/14,	$ 891,116.76	
Deduct—Van Buren St. Property,	185,069.97	
	$ 706,046.79	
Dep. at 5% for 1 year,	35,302.34	
Applicable to Accounting period, 5/22 of $35,302.34	14,709.31	
Doublemint proportion on basis of production, 17.795% of $14,709.31		$ 2,617.52
Doublemint profits to be increased		$ 388.64

ELH

56 STATEMENT #14-2.

Wrigley Gains .89c

Wrigley v. *Larson.*

(Tax on Essential Oil)

The Company included in Overhead for the period January 1st, to August 24th, 1918, an item of $323,95, paid to Julius F. Smietanka, Collector of Internal Revenue on March 28th, 1918, and charged to Reserve for Taxes Account, (Private Ledger, Page 83, Cash Book, page 780).

Marwick, Mitchell & Company (page 106 of their report) state that this is a proper charge to Overhead; Touche, Niven & Company, however, disallow the charge upon the grounds that, since it was transferred to "Chicago Factory Expense" in October, 1918, it was dealt with in figuring the manufacturing cost.

The Company admits this item is of a manufacturing nature but contends that as it was not included in manufacturing costs, it is properly included under Overhead, although Doublemint should be charged with its proportion on the basis of relative production, and not on the basis of relative sales.

The effect on the filed account of charging this item on a production basis is as follows:

$323,95 x 15.1778% (Production basis)	$49.17
323.95 x 14.9042% (Sales Basis)	48.28
	$ .89

57 STATEMENT #14-3.

Wrigley v. *Larson.*

Payment to Illinois Manufacturers' Association of $25.00 disallowed by Touche, Niven and Company.

In the Wrigley account filed, the company included in Overhead Expense, for the period August 25th to October 4th,

1918, a payment to the Illinois Manufacturers' Association for reports on War Department Rules of $25.00. Of this amount, Doublemint's proportion was $4.95.

Touche, Niven & Company, page 34, disallow this charge, stating it could not be located in the company's books.

Marwick, Mitchell & Company, page 108, state the charge "appears to be a mistake".

The payment was recorded on the Books of the Company on October 4th, 1918, Check Register Folio 940, and was included in the General Ledger under Advertising Account, Folio 111.

The Wrigley Company contends that this item was shown by its books, that it was not a mistake, and that, as it was excluded from Advertising in the filed account, it was properly included under Overhead Expense.

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58 STATEMENT #14-4.

Wrigley v. *Larson.*

Geo. F. Desbien Expenses (Far East Representative).

In the Wrigley Account filed there was included in Overhead Expense, in the period July 28th to December 31st, 1914, an amount of $648.98, (Doublemint's proportion being $105.09) in respect of expenses of Geo. F. Desbien, the Company's Far East Representative.

Touche, Niven & Company (page 33) disallow this charge on the grounds that the expense was incurred prior to the date on which any Doublemint gum was shipped to or sold in the territory concerned.

Marwick, Mitchell & Company (page 66) object to this item on the same grounds as Touche, Niven & Company.

We consider that this expense is properly chargeable in the accounting for the reason that it was incidental to a sales campaign of Doublemint as well as other brands of Gum.

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59 STATEMENT #14-5.

Wrigley v. *Larson.*

Paris Advertising Expenses.

In the Wrigley Account filed, there was included in Over-head Expense in the period July 28th to December 31st, 1914, an amount of $679.60 (Doublemint's proportion being $110.05) in respect of advertising expenses in Paris.

Touche, Niven & Company (page 33) disallow this charge on the grounds that the expense was incurred prior to the date on which any Doublemint gum was shipped to or sold in Paris.

Marwick, Mitchell & Company (page 67), object to this charge on the same grounds as Touche, Niven & Company.

We consider that this expense is properly chargeable in the accounting for the reason that it was incidental to an advertising campaign which contemplated the sale of Doublemint as well as other brands of gum.

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60 STATEMENT #14-6.

Wrigley Gains $171.80.

Wrigley v. *Larson.*

Item #6—Refund of Misappropriations.

In the Account Filed, the Wrigley Company included under Over-head Expense a charge of $1,238.63 in the period July 28th to December 31st, 1914, which amount represented part of a misappropriation of funds by an employe totalling $2,299.64. The balance, or $1,061.01 was not included, $971.61 having occurred prior to July 28th, 1914 and $89.40 being charged to Premium Account, which account was not considered in the Doublemint Accounting.

The Company also included in the filed account, in the same period, the total amount recovered from the Bonding Company, in respect to the misappropirations, or $2,299.64.

Touche, Niven & Company, Exhibit "B", Page 33, eliminate this credit of $2,299.64.

Marwick, Mitchell & Company, Page 77, state that the recovery of that part of the Loss arising prior to the accounting period or $971.61, should be eliminated.

The effect on the filed account of taking credit only for that part of the recovery which applied to the loss incurred and charged in the accounting period, namely, $1,238.63, is as follows:

Period July 28th to Dec. 31st, 1914:		
Credited to Doublemint in filed account 16.1927% of $2,299.64		$ 372.37
Correct credit to Doublemint 16.1927% of $1,238.63		200.57
Doublemint profits to be Decreased		$ 171.80
Doublemint Profits Decreased:		
As per above	$171.80	
" " Touche, Niven & Co	372.37	
Difference—	$200.57	

EMK

61 STATEMENT #14-7.

Wrigley Gains $13,232.48.

Wrigley v. *Larson.*

Frank F. Pulver.

Under the terms of an agreement dated and effective December 19, 1913, the Wrigley Company paid Frank F. Pulver $100,000.00 in Cash and gave 5 notes of $30,000.00 each due December 31, 1914, 1915, 1916, 1917 and 1918 or a total in Cash and notes of $250,000.00. In consideration the Wrigley Company acquired certain assets from Pulver and his associates consisting of Machinery, Supplies, Trade Marks, Trade Dress, Trade Names, Goodwill, and the agreement that Frank F. Pulver would not engage in the chewing gum business in the United States or Canada for a period of 25 years. An infringement suit was also settled by this agreement.

On its books the Wrigley Company recorded the payments made under this agreement as charge to Profit and Loss in the period in which the payments were made. In the accounting filed with the master the Company included, in

Expense Account, under Overhead, a charge in respect of this transaction of $120,000.00 being 4 of the $30,000.00 notes actually paid during the accounting period.

Touche, Niven & Company on page 3 of their report disallow the charge of $120,000.00 on the ground that the payments where the discharge of a Liability existing prior to the Accounting period.

Marwich, Mitchell & Company on pages 76-77 of their report state the Company's treatment of the transaction in the accounting is wrong and suggest that either of two methods be followed: (a) To write the total payment off over a term of years or (b) Capitalize the whole $250,000.00 as an addition to "Goodwill". They state that method (a) would probably be adopted in conservative business practice.

The net consideration paid by the Wrigley Company is shown by its books to be as follows:

Cash,	$ 100,000.00	
Notes,	150,000.00	$ 250,000.00
Less:		
Fair Cash value of Assets acquired as per books:		
Materials—(Private Journal, 1914, page 289),	$ 7,703.00	
Gum Wrapping Machine—(Cash Summary 1915—page 49),	900.00	
Mixer (Sales Summary Nov. 21, 1916)	125.00	
Mixer (Private Journal, 1915, page 291).	175.00	8,903.00
Net consideration paid during the period December 19, 1913 to December 31, 1918.		$ 241,097.00

The effect on the filed account of writing off the net consideration paid over the period of the payments will be to decrease the Profits applicable to Doublemint in the amount of $13,232.48 as shown by the attached statement.

STATEMENT #14-7.

WRIGLEY vs. LARSON.

Amortization of Payments made to Frank F. Pulver, December 19th, 1913 to December 31st, 1918.

Period.	Net Consideration	Amount Chargeable in Accounting Period	Doublemint Proportion on basis of Sales %	Doublemint Proportion on basis of Sales Amount	Amount Charged to Doublemint in Accounting filed	Increased Charge Against Doublemint
December 19th, 1913 to July 27th, 1914,	$ 29,005.14	$.....	.....	$.....	$.....	$.....
July 28th, 1914 to December 31st, 1914,	20,474.22	20,474.22	16.1927	3,315.33	4,857.81	*1,542.48*
1915,	47,904.41	47,904.41	18.692	8,954.29	5,607.60	3,346.69
1916,	47,904.41	47,904.41	16.4229	7,867.29	4,926.87	2,940.42
1917,	47,904.41	47,904.41	14.9424	7,158.07	4,482.72	2,675.35
January 1st, 1918 to August 24th, 1918,	30,973.82	30,973.82	14.9042	4,616.40	.....	4,616.40
August 25th, 1918 to October 4th, 1918,	5,381.04	5,381.04	19.8089	1,065.92	.....	1,065.92
October 5th, 1918 to November 12th, 1918,	5,118.55	5,118.55	2.54335	130.18	.....	130.18
November 13th, 1918 to December 31st, 1918,	6,431.00	.....	.....	.....	.....	.....
	$241,097.00	$205,660.86	.....	$ 33,107.48	$ 19,875.00	$ 13,232.48

Total Consideration paid Pulver,		$250,000.00
Less: Tangible Assets Acquired:		
Materials,	$7,703.00	
Gum Wrapping Machine,	900.00	
Mixer,	125.00	
Mixer,	175.00	
		8,903.00
		$241,097.00

D. J. B.

Wrigley Exhibit No. 92—Pennington 1. 3755

63 STATEMENT #14-8.

Wrigley Gains $57.16.

Wrigley v. *Larson.*

Frank F. Pulver

In the filed account the Company included in Chicago Factory Expense credits arising from the sale of assets acquired from F. F. Pulver as follows:

Year 1915:	
1—Clough and Witt, Mixer	$ 175.00
Year 1916:	
1—Clough and Witt, Mixer	125.00
	$ 300.00

As these credits have now been applied against the total consideration paid to Pulver, and the balance prorated over a term of years, they should be disallowed in the manufacturing expense.

The effect of adjusting these, on Doublemint's share of the Profits, will be as follows:

Year 1915—20.37079% of $175.00	$ 35.65
Year 1916—17.2101% of $125.00	21.51
Decrease in Profits attributable to Doublemint—EMK	$ 57.16

64 STATEMENT #14-9.

Wrigley v. *Larson.*

Cost of Alterations of Main Office.

In the Wrigley account filed there was included in Overhead Expense in the period July 28th to December 31st, 1914, a change of $2,545.84 (Doublemint's Proportion being $418.10) in respect of painting and altering the Company's Chicago Office.

Touche, Niven & Company contend that this expense should

have been charged off over the life of the Company's lease and in their accounting make a charge of $1,773.52. (Doublemint's proportion being $114.19).

Marwick, Mitchell and Company (page 82) also claim this expense should be spread over the life of the lease.

In our revised account we have treated these expenses as properly chargeable in the period incurred because of the extremely short-lived character of the improvements involved.

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65 STATEMENT #14-10.

Wrigley Gains $697.16.

Wrigley v. *Larson.*

Plans for an Eight Story Factory Building in Chicago, not used.

In the Wrigley account filed, there was included in Overhead Expense in the period Oct. 5, to Nov. 12, 1918, 12/30 of a payment of $5,020.31 (i. e. $2,008.12), being in settlement of plans drawn for an eight story addition to the Chicago Factory Buildings. These plans were ordered from Prack & Perrine on March 15, 1917 and shortly afterwards the order was cancelled as the Company decided that on account of war conditions the factory could not be built. However, Prack & Perrine completed the plans and delivered them on January 2, 1918 and payment was made on November 19, 1918, although they were never used.

Touche, Niven & Company, page 34, disallow the charge made in the filed account in respect of these plans on the theory that it should be added to the cost of building.

Marwick, Mitchell & Company, page 90, state that, "This charge is inadmissible notwithstanding the fact that the plans were never used." without giving any reason.

The Wrigley Company states that the plans have been definitely abandoned and their cost is therefore a correct charge to expense at the time they became available for use, namely, January 2, 1918, and consequently the full payment of $5,020.31 is a proper charge in the accounting in the period January 1, to August 24, 1918.

The effect in the Wrigley Account filed of charging the

total cost of the plans in the period January 1 to August 24, 1918 is as follows:

Charged to Doublemint in Filed Account on Basis of Sales.	
Period Oct. 5, to Nov. 12, 1918,	
2.54335% of $2,008.12	$ 51.07
Correct Charge to Doublemint on Basis of Sales.	
Period Jan. 1, to Aug. 24, 1918,	
14.9042% of $5,020.31	748.23
Doublemint Profits Decreased	$697.16

66 STATEMENT #14-11.

Wrigley Loses $176.20

Wrigley v. *Larson.*

Legal Fees, January 1st to December 31st, 1916.

In the account filed with the Master, the Wrigley Company included under Overhead Expense in the 1916 period Attorneys fees paid to Osler, Hoskin and Harcourt, covering expenses in connection with the Canadian Company, amounting to $1,322.88.

Touche, Niven & Company on Page 33 of their report and Marwick, Mitchell on Page 82 disallow this charge on the ground that it relates mainly to Cost of Incorporation and is consequently of a capital nature.

Details of this expense, as shown by a letter obtained from Osler, Hoskin & Harcourt, in July 1922 were as follows:

Incorporation	$ 350.00
Organization	400.00
Transfer of Properties.	200.00
General—Taxes, etc.,	100.00
License in Ontario	150.00
Publication of Notice of Incorp'n,	68.68
Deed	15.00
Seal, Stock Register, Registrar Fees, Etc.,	39.20
	$1,322.88

Of the above, Taxes $100.00 and License Fees $150.00, are annual expense charges which should not be capitalized, and consequently are properly charge in the accounting as filed. The effect of eliminating the other items will be as follows:

Proportion charged to Doublemint on basis of sales in account filed.	
16.4229% of $1,322.88.....	$217.26
Proportion properly charged	
16.4229% of $250.00.....	41.06
Doublemint Profits to be Increased	$176.20

67 STATEMENT #14-12.

Wrigley Gains $74.80

Wrigley v. *Larson.*

Salaries and Expenses of Brooklyn and Toronto August 1, 1914 to December 31, 1914.

In the account filed with the Master, the Wrigley Company, on page 1, included in Overhead expenses of the Brooklyn and Toronto Agencies as follows:

Expenses per August 1914 Agency Reports:	
Salaries and Expenses—Brooklyn,	$ 715.72
do. do. —Toronto,	864.25
Administration Salary—J. A. Ross,	500.00
do. do. —B. L. Atwater,	916.66
	$2,996.63

These were disallowed by Touche, Niven & Company, page 33 of their report, because "Chargeable to Manufacturing Cost".

The Wrigley Company considers these items of a manufacturing nature, but as no Doublemint was wrapped at these agencies during August 1914, they were treated as preliminary expenses and consequently included as Overhead.

If considered as Manufacturing Costs and the proportion

chargeable to Doublemint based on Production instead of Sales, the effect on the account filed will be as follows:

Production Basis, Aug. 1, to Dec. 31, 1914— 18.6887% of $2,996.63	$560.03
Sales Basis, as per account filed— 16.1927% of $2,996.63	485.23
Increase in charge against Doublemint if prorated on Production basis	$ 74.80

68 STATEMENT #14-13.

Wrigley Loses $217.88

Wrigley v. *Larson.*

Capital Stock Taxes (Illinois Franchise Tax).

In the Wrigley Account filed, Page 5, the Company included under Overhead in the period January 1st. to Aug. 24th, 1918, an amount of $9,836.00 in respect of Illinois Franchise Taxes. This tax covered the period July 1st, 1917 to June 30th, 1918 and was part of an item of $11,591.50 termed "Capital Stock Taxes". In the period October 5th, to Nov. 12th, 1918, 27/31 of this tax, or $8,566.83 was again taken into the account, page 29, as part of an amount of $17,606.27 headed Expense, Consequently the charge in respect of this item was duplicated to the extent of $8,566.83.

Touche, Niven & Company eliminate the charge of $9,836.00 made in the period Jan. 1st. to Aug. 24th, under the heading of "Capital Stock Taxes" but allow the charge in the period Oct. 5th, to Nov. 12th, under the heading of expense. Consequently, page 34, they make an additional charge to Expense of 4/31 of $9,836.00 or $1,269.17 which together with the amount of $8,566.83 similarly treated in the account filed, accounts for the total of $9,836.00.

The Wrigley Company contends that as this tax was for the period July 1st, 1917 to June 30th, 1918, one-half or $4,918.00 should be charged in 1917 and the other half in the period Jan. 1st, to Aug. 24th, 1918, and also that the item should be classified as Taxes. In the revised statement of

Taxes now prepared, Statement #14-35, the Company has changed the item in this manner.

The Wrigley Company admits that $8,566.83 was charged in error in the filed account as Overhead, the effect of elimination being:

Period Oct. 5th to Nov. 12th, 1918:		
Doublemint Profits to be Increased, 2.54335% of $8,566.83, or		$217.88
Per Touche, Niven & Co:		
Doublemint Profits to be decreased,	$251.41	
Per Revised Statement as Above:		
Doublemint Profits to be Increased,	217.88	
Difference,	$469.29	

69 STATEMENT #14-14.

Wrigley Loses $135.15.

Wrigley v. *Larson.*

Fire Loss at Belize.

In the account filed with the Master, the Wrigley Company included charges in respect of Loss of mess pork by Fire at Belize on August 17th, 1918, as follows:

Period October 5th to November 12th, 1918 (Overhead Expense)
Estimated loss (1918 Journal Page 221) $13,284.58
Applicable to Period (12/30 of $13,284.58) 5,313.83

Proportion charged to Doublemint on basis of Sales:
2.54335% of $5,313.83.....$ 135.15

Period Jan. 1st to August 24th, 1918 (Sup. Statement Item 34):
Actual Loss (1919 Journal Page 250) $11,202.57

Proportion chargeable to Doublemint on Basis of Production:
15.1778% of $11,202.57..... 1,700.30

—Total charged to Doublemint— $1,835.45

Touche, Niven & Company, page 19, point out the duplication in the above calculation and also disallow any charge in respect of this loss.

Marwick, Mitchell & Company, page 101, point out the duplication, but do not disallow the total charge.

The Wrigley Company concedes the account is over-charged to the extent of $135.15, correction of which will increase the Profits applicable to Doublemint by $135.15.

STATEMENT 14-15

WRIGLEY vs. LARSON

Statement showing Result of Excluding Certain Items Disallowed by Touche, Niven & Company.

Column 1					Column 2	Column 3	Column 4	Column 5	Column 6	Column 7	Column 8	Column 9
						Amount	8/1/14 to 12/31/14 16/1927%	Year 1915 18.692%	1/1/18 to 8/31/18 14.9042%	9/1/18 to 10/4/18 19.8089%	10/5/18 to 11/12/18 2.54335%	Total
Certain items included as charges against Doublemint in the Wrigley accounting filed with the Master have been objected to by Touche, Niven & Company and Marwick, Mitchell & Company. They are as follows:												
Per T. N. & Co. Report Page Nos.	Item No.			Nature of Item								
1 and 32	#3	Exhibit	"B"	Scratchard Account		$ 865.05		$ 161.70				$ 161.70
1 and 32	#5	"	"	Picnic Gum	$ 1,410.16							
1 and 32	#5	"	"	" "	354.43	1,764.59	$ 228.34	66.22				294.56
2 and 33	#6	"	"	J. R. Offield Retainer		833.33	134.94	.....	$ 124.20	$ *165.07*		94.07
2 and 33	#7	"	"	Heating Shipping Dept.		1,234.13	199.84	.....	.....	.....		199.84
2 and 33	#10	"	"	Inventory		*2,094.79*	*339.20*	.....	.....	.....		*339.20*
2 and 33	#13	"	"	Percy Short Case,	$ 550.00							
					400.00	950.00	153.83	.....	.....	.....		153.83
3 and 34	#28	"	"	Shipping Dept. Rent,		1,378.43	.....	.....	.....	.....	$ 35.06	35.06
4 and 35	#33	"	"	Salesmen's Premiums		4,402.51	.....	822.92	.....	.....	.....	822.92
3 and 34	#23	"	"	Reserve for Taxes (Tax on Essential Oil)		*41.80*	.....	.....	.....	*8.28*	.....	*8.28*
						$ 9,291.45	$ 377.75	$ 1,050.84	$ 124.20	$ *173.35*	$ 35.06	$ 1,414.50

Effect on Wrigley Accounting Filed with the Master of including above Items:
Doublemint Profits to be increased, $ 1,414.50

ELH

71 STATEMENT #14-16.

Wrigley Gains $593.26

Wrigley v. *Larson.*

Brooklyn Agency Expenses.

In the original Wrigley account filed the Company included in Manufacturing Cost and also in Overhead Expense, Brooklyn Agency Expenses, as follows:

Period	Amount	Per Cent Applied to Doublemint
August 24th. to Oct. 4th. 1918,	$ 4,019.23	19.8089%
" 24th. to " 4th. 1918,	3,783.62	19.8089%
Oct. 5th. to Nov.12th. 1918,	3,436.07	2.54335%
	$ 11,238.92	

In the Supplementary Wrigley account filed, page 36, item 52, this Company made an adjustment to correct the duplicate charge by crediting Overhead Expense in the period October 5th, to November 12th, with the total or $11,238.92, and applying 19.8089% of this to Doublemint. In apportioning 19.8089% of this credit to Doublemint the Company did not take into account the fact that Doublemint's proportion of part of the original charge, ($3,436.07) was taken to be 2.54335%.

Touche, Niven & Company, pages 33 and 35, correct the above errors by transferring the Overhead charges of $4,019.23 and $3,783.62 to the period October 5th to November 12th this bringing the total charge into this period and apportioning 2.54335% to Doublemint. They also apply the credit of $11,238.92 to the same period and determine Doublemint's proportion on the same basis, (2.54335%) the result being an equal charge and credit.

The Wrigley Company agrees that it made an error in the Supplementary statement in apportioning to Doublemint that part of the credit of $11,238.92, which applied to the period Oct. 5th to Nov. 12th, or $3,436.07 at 19,8089% instead of 2.54335%.

The effect on the filed account of correction being:

Doublemint Proportion, Oct. 5th to Nov. 12th.	
Charged to Overhead per filed Acct., 2.54335% of $3,436.07	$ 87.39
Credited to Overhead per filed Acct., (19.8089% of $3,436.07)	680.65
Doublemint Profits to be Decreased,	$ 593.26

ELH

72 STATEMENT #14-17.

Wrigley Gains $1,599.99.

Wrigley v. *Larson.*

Canadian Business Profits Tax. 1915.

The Wrigley Company paid to the Wm. Wrigley, Jr. Company of Toronto an amount of $19,103.03 in respect of Business Profits Taxes in Canada for the year 1915.

This payment was made up as follows:

December 7, 1916	$12,000.00
November 8, 1920	8,003.41
	$20,003.41
Less Allowance for Exchange on 1920 Payment	900.38
	$19,103.03

In the account filed, the Wrigley Company included under Overhead Expense in the year 1916 the $12,000.00 payment, but did not include the additional tax.

Marwick Mitchell & Company, Page 103, point out that the $12,000.000 charge was only part of the total tax and also state that the item refers to 1915 business.

Touche, Niven & Company, Page 30, treat the $12,000.00 in the same manner as in the filed account.

If the entire tax paid is included in the accounting and in the year 1915 as should be done the effect on the filed account will be as follows:

Doublemint Proportion as per account filed:	
On basis of Sales,	
Year 1916—16.4229% of $12,000.00	$1,970.75
Doublemint Proportion of Total Tax	
On basis of Sales,	
Year 1915—18.692% of $19,103.03	3,570.74
Decrease in Doublemint Profits,	$1,599.99

73 STATEMENT #14-18.

Wrigley Loses $265.17

Wrigley v. *Larson.*

Expenses claimed to have been made in connection with Larson Litigation included in Wrigley's account filed with the Master.

In the account filed, the Wrigley Company included as a charge to Expense under "Overhead Expenses", the following:

Payment to A. H. Smith,	$1,500.00
Payment to Parkinson & Lane, $4,032.95, of which there was charged in filed account, 12/30th,	1,613.18
	$3,113.18

Touche, Niven & Company, on page 5, state that both of the above items should be excluded from the Doublemint Accounting, and in their Summary, Page 34, eliminate the charge of $1,613.18 in respect of Parkinson & Lane Fees, but do not eliminate the charge of $1,5000.00.

Marwick, Mitchell & Company, on Page 90, state the Fees paid Parkinson & Lane of $3,929.80 are not a proper charge in the Accounting. The effect upon the filed account of disallowing the above items, would be to increase the Profits applicable to Doublemint as follows:

Proportion charged to Doublemint in Filed Account:	
Year 1917—14.9424% of $1,500.00,	$224.14
Oct. 5th to Nov. 12th, 1918—2.54335% of $1,613.18,	41.03
Doublemint Profits to be Increased,	$265.17

74 STATEMENT #14-19.

Wrigley Loses $7,389.41.

Wrigley v. *Larson.*

Office Stationery and Circulars.

(Included in Advertising account on the Company's Ledger, but treated under Overhead Expense in the Wrigley Account filed).

In the Filed Account, the Wm. Wrigley, Jr. Company included in Overhead certain items for Office Stationery and Circulars, which were charged to Advertising Account or Advertising Matter account on the General Ledger, but not considered by the Company in the charge for Advertising in the Filed Account.

In preparing a revised statement of Advertising, it was found that certain errors had been made, and also that items which were formerly included as Overhead charges should have been included in Advertising, and vice versa.

The effect upon the Filed Account, so far as Overhead is concerned, of this revision, is shown by the attached statement, the result being:

Doublemint Profits to be increased, $7,389.41.

Note: Both original and revised figures prepared by Wrigley Company employes.

STATEMENT #14-19.

WRIGLEY vs. LARSON.

OFFICE STATIONERY AND CIRCULARS.

(Included in Advertising Account on the Company's Ledger, but treated under Overhead Expense in the Wrigley Account filed).

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6	Column 7	Column 8	Column 9	
	July 28th to December 31st, 1914	Year 1915	Year 1916	Year 1917	Jan. 1st to August 24, 1918	Aug. 25th to October 4th, 1918	Oct. 5, to Nov. 12, 1918	Total	Line No.
Office Stationery and Circulars, as per Filed Account,	$10,054.10	$29,897.00	$90,709.61	$56,414.62	$8,413.84			$195,489.17	1
Ratio of "Doublemint" Sales to All Sales,	16.1927%	18.692%	16.4229%	14.9424%	14.9042%	19.8089%	2.54335%		2
"Doublemint" proportion as per Filed Account (Line 2 to Line 1),	$ 1,628.03	$ 5,588.35	$14,897.15	$ 8,429.70	$ 1,254.02	.....	.....	31,797.25	3
Office Stationery and Circulars as per Revised Accounting,	9,503.39	29,007.41	66,406.34	33,384.87	10,416.98	.....	.....	148,718.99	4
"Doublemint" proportion as per Revised Accounting (Line 2 to Lne 4).	1,538.86	5,422.06	10,905.85	4,988.50	1,552.57	.....	.....	24,407.84	5
Increase in Profits attributable to D"Doublemint" (Line 3 less Line 5),	$ 89.17	$ 166.29	$ 3,991.30	$ 3,441.20	$ *298.55*			$ 7,389.41	6

JB

76 STATEMENT #14-20.

Wrigley Loses $48.39.

Wrigley v. Larson.

Miscellaneous Advertising.

(Included in Filed Account under Overhead Expense).

In the Filed Account, the Wm. Wrigley, Jr. Company included in Overhead certain items in the nature of "Miscellaneous Advertising". These items were not accounted for in ascertaining "Doublemint" proportion of Advertising Charges, and so were properly included in Overhead.

In a revised statement of these expenses attached, a few changes are made, some items formerly dealt with as Advertising now being brought into Overhead, and vice versa.

The effect upon the Filed Account, so far as Overhead is concerned, of this revision, is:

Doublemint Profits to be increased, $48.39.

Note: Both original and revised figures prepared by Wrigley Company employes.

STATEMENT #14-20.

WRIGLEY vs. LARSON.

Miscellaneous Advertising included in Overhead Expense.

Column 1	Col. 2	Column 3	Column 4	Column 5	Column 6	Column 7	Column 8	Column 9	
	July 28th to December 31, 1914	Year 1915	Year 1916	Year 1917	Jan. 1st to August 24, 1918	Aug. 25th to October 4th, 1918	October 5th to November 12, 1918	Total	Line No.
Miscellaneous Advertising as per Filed Account,	$305.78	$1,119.92	$1,105.34	$819.00	$1,078.70			$4,428.74	1
Ratio of "Doublemint" Sales to All Sales,	16.1927%	18.692%	16.4229%	14.9424%	14.9042%	19.8089%	2.54335%	....	2
"Doublemint" proportion as per Filed Account, Line 2 to Line 1,	$ 49.51	$ 209.33	$ 181.53	$ 122.38	$ 160.77	....	....	723.52	3
Miscellaneous Advertising as per Revised Accounting,	305.78	1,099.92	1,101.34	799.24	903.70	....	....	4,209.98	4
"Doublemint" proportion as per Revised Accounting, Line 2 to Line 4,	49.51	190.64	180.87	119.42	134.69	....	....	675.13	5
Increase in Profits attributable to "Doublemint",	$	$ 18.69	$ .66	$ 2.96	$ 26.08	....	....	$ 48.39	6

D. J. B.

78 STATEMENT #14-21.

Wrigley Gains $299.19

Wrigley v. *Larson.*

Advances to Chicle Growers July 28 to December 31, 1914.

In the Accounting filed with the Master, the Wrigley Company included losses in respect of advances made Chicle Growers as follows:

A. Aguilor,	$ 23.00
B. Dominguez,	4,294.05
M. Herrers,	1,634.80
R. M. Majarrez,	2,544.15
R. Vasguez,	42.00
Jas. White,	2,157.12
P. Vasguez,	1,291.69
	$11,986.81

These advances were made prior to the accounting period but were determined bad, and charged off on the Company's books, at December 31, 1914, and included in suspense under Overhead in the filed account.

Touche, Niven & Company, Page 33, disallow this item because the advances were made prior to the accounting period.

Marwick Mitchell & Company, pages 96-97 raise the question as to whether the losses on items of this nature should be charged off when determined bad or added to the cost of Chicle during the season in which the advance was made.

The Wrigley Company contends the loss is properly charged in the period in which it is determined to be uncollectible but that it should be apportioned between Doublemint and other brands on the basis of Production, instead of sales as in the Account filed.

The effect on the filed account of distributing this loss loss on the basis of Production will be as follows:

Proportion applicable to Doublemint	
On basis of Production—18.6887% of $11,986.81	$2,240.18
" " " Sales (as filed 16.1927% " "	1,940.99
—Doublemint Profits to be decreased—	$ 299.19

79 STATEMENT #14-22.

Wrigley v. *Larson.*

Paris Office Salaries & Expenses.

In the Wrigley Account filed there was included in Overhead Expense, in the period July 28th to December 31st, 1914, an amount of $2,555.08 (Doublemint's proportion being $413.74) in respect of the Salary and Expense of the Company's representative in Paris.

Touche, Niven & Company (page 33) disallow this charge on the grounds that the expense was incurred prior to the date on which any Doublemint gum was shipped to or sold in Paris.

Marwick, Mitchell & Company (page 99) object to this charge on the same grounds as Touche, Niven & Company.

We consider that this expense is properly chargeable in the accounting for the reason that it was incidental to a selling campaign which covered Doublemint as well as other brands of Gum.

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80 STATEMENT #14-23.

Wrigley v. *Larson*

Salary of Wm. Wrigley Jr. August 1, 1914 to November 12, 1918.

Touche, Niven & Company on page 4 of their report disallow the salary paid Wm. Wrigley, Jr. of $328,750.00 as a charge in the Doublemint accounting.

Marwick, Mitchell & Company do not raise any objection to this charge.

Mr. Wrigley's salary was authorized by the Stockholders of the Company on January 19, 1914 at the rate of $75,000.00 per year, and he has been paid at this rate as shown by the Cash Book.

The proportion of this salary charged in the account filed

with the Master and also in the revised account under "Overhead Expense" is as follows:

Period	Amount	Doublemint proportion on basis of Sales	
		Per cent	Amount
July 28 to Dec. 31, 1914	$ 31,250.00	16.1927%	$ 5,060.22
Year 1915	75,000.00	18.6920	14,019.00
Year 1916	75,000.00	16.4229	12,317.18
Year 1917	75,000.00	14.9424	11,206.80
Jan. 1 to Aug. 24, 1918	48,588.70	14.9042	7,241.76
Aug. 25 to Oct. 4, 1918	8,467.69	19.8089	1,677.36
Oct. 5 to Nov. 12, 1918	7,943.61	2.54335	202.03
Oct. 5 to Nov. 12, 1918	*7,500.00	2.54335	190.75
	$328,750.00		$51,915.10

*This amount represents 12/30 of additional compensation of $18,750.00 paid Mr. Wrigley on November 13, 1918.

EMK

81

STATEMENT #14-24.

Wrigley Loses $637.01.

Wrigley v. *Larson*

Depreciation on Motor Trucks and Office Furniture disallowed by Touche, Niven & Company.

In the Filed Account the Wrigley Company included under Overhead Expenses, Page 1, in the period July 28th to December 31st, 1914, depreciation on Motor Trucks and Office Furniture for the full year of 1914, amounting to $6,982.20.

Touche, Niven & Company, Page 33, disallow 7/12ths or $4,072.83 of this item and adjust their account accordingly.

Touche, Niven & Company ignore the fact that this item was made up of Depreciation on Motor Trucks, $3,522.84 and of Furniture, $3,459.36, and that the former should be apportioned between Doublemint and Other Brands on the basis of Production the the latter on the basis of Sales.

Assuming that only 5/12ths or $2,909.25 of this item ($6,982.20) should be charged in the account, but apportioning this correctly, the effect will be as follows:

Period July 28th, to Dec. 31st, 1914:		
Charged to Doublemint in Filed Account,		
16.1927% of $6,982.20		$1,131.61
Corrected Charge to Doublemint:		
17.795% of 5/12ths of $3,522.84	$261.20	
16.1927% of 5/12ths of $3,459.36	233.40	
		494.60
—Doublemint Profits to be Increased—		$ 637.01
Doublemint Profits to be Increased:		
As per above	$637.01	
As per Touche, Niven & Company	659.50	
Difference	$ 22.49	

EMK

82

STATEMENT #14-25.

Wrigley v. *Larson.*

Paris Office Fixtures.

In the Wrigley Account filed there was included in Overhead Expense in the year 1916, an amount of $678.42 (Doublemint's proportion being $111.41) designated "Paris Office Fixtures".

Touche, Niven & Company (page 34) state that since the Paris Office is still in existence this charge should be disallowed to the extent that it exceeds depreciation. Consequently they allow a charge in the accounting for Depreciation of $135.68 (Doublemint's proportion being $22.28) and eliminate the balance or $542.74.

Marwick, Mitchell & Company (page 83) object to this item on the same grounds as Touche, Niven & Company.

We are informed that the charges to this account were made by the Chicago Accounting Department from the expense reports of Mr. Stanley, who was representing the Company in Paris, and that when they came to the attention of Mr. Stanley on his return to Chicago, he stated that there was nothing left in the Paris Office of any tangible value, and directed that they be charged off to expense.

In view of this explanation we consider that the charge of $111.41 made in the filed account is proper.

83 STATEMENT #14-26.

Wrigley v. *Larson.*

Agency Expenses to which neither Touche, Niven & Company nor ourselves have raised objection.

Touche, Niven & Company, in their report (Exhibit "B") show Agency Expenses in total as per the filed account and as per their accounting, together with the differences between the two. In Exhibit "B", they set forth the particular items making up the differences and to which they raise objections.

In our summary of differences, Statement #14, we show the particular agency expenses to which objection has been raised as separate items. Consequently, in order to bring all the Agency expenses into this statement, we also include the balance of the Agency expenses, although no difference exists between this balance as included in the filed account and either Touche, Niven & Company or ourselves. Doublemint's proportion of this is $80,558.78.

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84 STATEMENT #14-27.

Wrigley v. *Larson.*

Miscellaneous Expenses.

Touche, Niven & Company, in their report, Exhibit "B", show Miscellaneous Expenses in total as per the filed account, and as per their accounting, together with the differences between the two. In Exhibit "B1" they set forth the particular items making up the difference and to which they have raised objections.

In our summary of differences, Statement #14, we show the particular expenses to which objection has been raised as separate items. Consequently, in order to show all of the Miscellaneous Expenses in this statement, we also include the balance, although no difference exists between this amount as included in the filed account and either Touche Niven & Com-

pany's report or our Revised Account. Doublemint's proportion of this is $14,149.34.

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85 STATEMENT #14-28.

Wrigley Gains $11,626.85

Wrigley v. *Larson*

Apportionment of Overhead Expenses for 1918 between various accounting Periods in 1918, on basis of Sales.

In the Wrigley Account filed, the Overhead Expenses between January 1st and November 12th, 1918, (after eliminating items of manufacturing nature and certain expenses not allowable as charges in the accounting) were apportioned between the three accounting periods, namely, January 1st to August 24th, August 25th, to October 4th, and October 5th to November 12th, as follows:

January 1st, to August 24th, 1918.

Total Expenses as shown by Ledger accounts, Jan. 1st, to Aug. 31st.

August 25th, to October 4th, 1918.

Expenses per Ledger for month of September plus 4/31 of the expenses for October.

October 5th, to November 12th, 1918.

27/31 of the expenses for October plus 12/30 of the expenses for November, as shown by Ledger.

The expenses thus apportioned to accounting periods were divided between Doublemint and Other Brands in proportion to their respective Sales during these periods.

The Company has now revised this apportionment on the following basis:

From the group of items treated as Overhead Expense in the filed account, the following have first been excluded, for

the reason that it is now proposed to apportion them on bases other than Sales ratio:

Brooklyn Moving Expense — Statement	#14-34	$112,370.82	
Interest	" #14-36	*27,001.22*	
Taxes	" #14-35	30,487.91	
Trade Discounts	" #14-33	128,534.61	$ 244,392.12
Balance included in Attached	"		1405,496.90
Total Overhead Expense as used in Filed Account			$ 1649,889.02

After eliminating the foregoing items the remaining Overhead expense for the twelve months of 1918 (after eliminating items of a manufacturing nature and certain expenses not allowable as charges in the accounting) is apportioned between the accounting periods and the non-accounting period, (Nov. 13th, and Dec. 31st,) in the ratio that the sales in each period bear to the total sales for the year.

The charges to each accounting period determined in this manner are then distributed between Doublemint and Other Brands in proportion to their respective sales during each period.

The attached statements show the Overhead calculated on this basis after giving effect to the correction of errors discovered since filing the account with the Master.

The effect of adopting this basis of apportioning Overhead is:

Doublemint Profits to be Decreased	
As compared with filed Account	$11,626.85
" " " Revised Statements,	12,500.25

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STATEMENT #14-28

WRIGLEY vs. LARSON.

Overhead Expenses for the year 1918 apportioned to Split Accounting Periods in the ratio that Sales in each period bear to the Total Sales for the year.

Column 1	Column 2	Column 3	Col. 4	Column 5	Column 6	Column 7	Col. 8	Col. 9	Column 10	Column 11
				Overhead apportioned to Accounting Periods				Overhead Chargeable to Doublemint on basis of Doublemint Sales to All Sales		
		Sales for the Year 1918	% to Total Sales	On Basis of Sales	Per Filed Account	Per Revised Statements	Percentage as per Filed Account	On New Basis Column 8 to Column 5	Per Filed Account Column 8 to Column 6	Per Revised Account Column 8 to Column 7
Overhead Expense for 1918 as per Statement attached	$ 1618,689.74									
Sales for 1918 as per Books Jan. 1 to Aug. 24, 1918:										
Jan. 1 to July 31,	$ 10819,208.29									
24 Days in August,	1072,533.26	$11,891,741.55	69.754%	$ 1129,100.86	$1,082,522.59	$1,075,566.17	14.9042%	$ 168,283.46	$ 161,341.33	$ 160,304.52
Aug. 25 to Oct. 4, 1918:										
7 Days in August,	$ 265,005.72									
September,	1,140,099.00									
4 Days in October,	191,499.63	1,596,604.35	9.365	151,590.29	134,599.47	127,512.40	19.8089	30,028.37	26,662.67	25,258.80
Oct. 5 to Nov. 12, 1918:										
27 Days in October,	$ 1,297,982.30									
12 Days in November,	428,666.58	1,726,648.88	10.128	163,940.89	188,374.84	173,702.11	2.54335	4,169.59	2,850.57	4,417.85
Nov. 13 to Dec. 31, 1918:										
18 Days in November,	$ 895,698.45									
December,	937,513.00	1,833,211.45	10.753	174,047.70	.....	.....	.....	.....	.....	.....
		$17,048,206.03	100%	$ 1618,689.74	$1,405,496.90	$1,376,780.68	.....	$ 202,481.42	$ 190,854.57	$ 189,981.17

SUMMARY

	Jan. 1st, to August 24th	Aug. 25th to October 4th	October 5th to November 12th	Total
Additional Charge to Doublemint resulting from apportioning the Total Overhead Expense for the year 1918 to the Split Accounting periods in the proportion that Sales in each period bear to the Total Sales for the year, (instead of on the basis of Ledger figures at each date):				
Over Wrigley Account Filed, Column 9, Less Column 10,	$ 6,942.13	$ 3,365.70	$ 1,319.02	$ 11,626.85
" Revised Schedules attached, Column 9 Less Column 11,	7,978.94	4,769.57	*248.26*	12,500.25

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STATEMENT #14-28

WRIGLEY vs. LARSON

Overhead Expenses for the year 1918 as shown by the Ledger after eliminating Manufacturing Expenses and certain Other Expenses not chargeable in the Doublemint Accounting, and also after giving effect to corrections shown in Statements filed herewith.

Column 1.	Col. 2	Col. 3	Col. 4	Col. 5	Col. 6	Col. 7	Col. 8	Col. 9	Col. 10	Col. 11	Col. 12	Col. 13
	January 1st to August 24th, 1918			August 25th to October 4th, 1918			October 5th to November 12, 1918			Total Jan. 1st to Nov. 12th, 1918		
	Per Filed Account	Per Revised Account	Increase or *Decrease*	Per Filed Account	Per Revised Account	Increase or *Decrease*	Per Filed Account	Per Revised Account	Increase or *Decrease*	Per Filed Account	Per Revised Account	Increase or *Decrease*
Salesmen's Merchandise,	$ 32,916.75	$ 32,916.75	$	$ 6,056.57	$ 6,056.57	$	$ 5,879.18	$ 5,879.18	$	$ 44,852.50	$ 44,852.50	$ ....
Circular Department Salaries,	15,318.10	15,318.10	....	1,663.91	1,663.91	....	1,866.54	1,866.54	....	18,848.55	18,848.55	....
Auditing Department Salaries,	113,204.46	113,204.46	....	13,746.21	13,746.21	....	17,680.90	17,680.90	....	144,631.57	144,631.57	....
Postage Stamps,	11,696.96	11,696.96	....	1,052.90	1,052.90	....	1,102.78	1,102.78	....	13,852.64	13,852.64	....
Discount,	206,159.12	206,159.12	....	20,493.42	20,493.42	....	26,336.03	26,336.03	....	252,988.57	252,988.57	....
Exchange,	6,406.46	6,406.46	....	605.96	605.96	....	651.35	651.35	....	7,663.77	7,663.77	....
Out Freight on Sales,	235,360.15	25,360.15	....	27,720.48	27,720.48	....	39,960.45	39,960.45	....	303,041.08	303,041.08	....
Express on Sales,	35,702.29	35,702.29	....	7,437.90	7,437.90	....	5,973.54	5,973.54	....	49,113.73	49,113.73	....
Rent, Main Office,	13,000.00	13,000.00	....	1,834.68	1,834.68	....	2,065.32	2,065.32	....	16,900.00	16,900.00	....
Administration,	80,666.72	80,666.72	....	11,384.39	11,384.39	....	24,915.58	24,915.58	....	116,966.69	116,966.69	....
Depreciation on Office Furniture,	2,455.36	2,455.36	....	346.52	346.52	....	....	....	....	2,801.88	2,801.88	....
Bad Debts,	*2,413.16*	*2,413.16*	....	*49.13*	*49.13*	....	161.63	161.63	....	*2,300.66*	*2,300.66*	....
Detail Men,	....	....	....	3,029.49	3,029.49	....	3,688.39	3,688.39	....	6,717.88	6,717.88	....
War Tax on Sales,	220,511.79	220,511.79	....	23,412.27	23,412.27	....	30,743.53	30,743.53	....	274,667.59	274,667.59	....
Profit on Claims,	*12,786.24*	*12,786.24*	....	*1,439.07*	*1,439.07*	....	*1,884.08*	*1,884.08*	....	*16,109.39*	*16,109.39*	....
Commissions,	*472.04*	*472.04*	....	....	....	....	....	....	....	*472.04*	*472.04*	....
Illinois Franchise Tax,	9,836.00	....	*9,836.00*	....	....	....	....	....	....	9,836.00	....	*9,836.00*
Essential Oil-Tax,	323.95	323.95	....	....	....	....	....	....	....	323.95	323.95	....
Illinois Manufacturers' Association,	....	....	....	25.00	25.00	....	....	....	....	25.00	25.00	....
Office Stationery and Circulars,	8,413.84	10,416.98	2,003.14	....	....	....	....	....	....	8,413.84	10,416.98	2,003.14
Miscellaneous Advertising,	1,078.70	903.70	*175.00*	....	....	....	....	....	....	1,078.70	903.70	*175.00*
Accounts Receivable Closed Out,	*890.35*	*890.35*	....	*146.86*	*146.86*	....	4,609.02	*704.81*	*5,313.83*	3,571.81	*1,742.02*	*5,313.83*
Reserve for Taxes,	....	....	....	*41.80*	....	41.80	....	....	....	*41.80*	....	41.80
Agencies,	59,403.16	59,403.16	....	11,283.88	3,481.03	*7,802.85*	7,018.40	11,400.48	4,382.08	77,705.44	74,284.67	*3,420.77*
Miscellaneous Expense,	46,630.57	47,682.01	1,051.44	6,182.75	6,856.73	673.98	17,606.28	3,865.30	*13,740.98*	70,419.60	58,404.04	*12,015.56*
Total,	$1,082,522.59	$1,075,566.17	$ *6,956.42*	$ 134,599.47	$ 127,512.40	$ *7,087.07*	$ 188,374.84	$ 173,702.11	$ *14,672.73*	$1,405,496.90	$1,376,780.68	$ *28,716.22*

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STATEMENT #14-28
WRIGLEY vs. LARSON

Overhead Expenses for the year 1918 as shown by the Ledger after eliminating Manufacturing Expenses and certain Other Expenses not chargeable in the Doublemint Accounting, and also after giving effect to corrections shown in Statements filed herewith.

Col. 2	Col. 3	Col. 4	Col. 5	Col. 6	Col. 7	Col. 8	Col. 9	Col. 10	Col. 11	Col. 12	Col. 13	Col. 14	Col. 15	Col. 16
January 1st to August 24th, 1918			August 25th to October 4th, 1918			October 5th to November 12, 1918			Total Jan. 1st to Nov. 12th, 1918			11/13 to 12/31/18 (not used in Filed or Revised A/c)	Total Expense for year 1918-Col. 12-to Col. 14	Revised Statement Number
Per Filed Account	Per Revised Account	Increase or *Decrease*	Per Filed Account	Per Revised Account	Increase or *Decrease*	Per Filed Account	Per Revised Account	Increase or *Decrease*	Per Filed Account	Per Revised Account	Increase or *Decrease*			
$ 32,916.75	$ 32,916.75	$	$ 6,056.57	$ 6,056.57	$	$ 5,879.18	$ 5,879.18	$	$ 44,852.50	$ 44,852.50	$	$ 6,859.87	$ 51,712.37	
15,318.10	15,318.10	....	1,663.91	1,663.91	....	1,866.54	1,866.54	....	18,848.55	18,848.55	....	2,109.70	20,958.25	
113,204.46	113,204.46	....	13,746.21	13,746.21	....	17,680.90	17,680.90	....	144,631.57	144,631.57	....	20,492.19	165,123.76	
11,696.96	11,696.96	....	1,052.90	1,052.90	....	1,102.78	1,102.78	....	13,852.64	13,852.64	....	901.56	14,754.20	
206,159.12	206,159.12	....	20,493.42	20,493.42	....	26,336.03	26,336.03	....	252,988.57	252,988.57	....	40,056.26	293,044.83	
6,406.46	6,406.46	....	605.96	605.96	....	651.35	651.35	....	7,663.77	7,663.77	....	280.59	7,944.36	
235,360.15	25,360.15	....	27,720.48	27,720.48	....	39,960.45	39,960.45	....	303,041.08	303,041.08	....	36,404.92	359,446.00	
35,702.29	35,702.29	....	7,437.90	7,437.90	....	5,973.54	5,973.54	....	49,113.73	49,113.73	....	4,060.65	53,174.38	
13,000.00	13,000.00	....	1,834.68	1,834.68	....	2,065.32	2,065.32	....	16,900.00	16,900.00	....	2,600.00	19,500.00	
80,666.72	80,666.72	....	11,384.39	11,384.39	....	24,915.58	24,915.58	....	116,966.69	116,966.69	....	34,283.31	151,250.00	
2,455.36	2,455.36	....	346.52	346.52	....	....	....	....	2,801.88	2,801.88	....	1,018.33	3,820.21	
2,413.16	*2,413.16*	....	*49.13*	*49.13*	....	161.63	161.63	....	*2,300.66*	*2,300.66*	....	1,521.95	*778.71*	
....	....	....	3,029.49	3,029.49	....	3,688.39	3,688.39	....	6,717.88	6,717.88	....	4,894.20	11,612.08	
220,511.79	220,511.79	....	23,412.27	23,412.27	....	30,743.53	30,743.53	....	274,667.59	274,667.59	....	31,162.85	305,830.44	
12,786.24	*12,786.24*	....	*1,439.07*	*1,439.07*	....	*1,884.08*	*1,884.08*	....	*16,109.39*	*16,109.39*	....	*999.98*	*17,109.37*	
472.04	*472.04*	....	....	....	....	....	....	....	*472.04*	*472.04*	....	....	*472.04*	
9,836.00	....	*9,836.00*	....	....	....	....	....	....	9,836.00	....	*9,836.00*	....	....	14–13
323.95	323.95	....	....	....	....	....	....	....	323.95	323.95	....	....	323.95	14–2
....	....	....	25.00	25.00	....	....	....	....	25.00	25.00	....	....	25.00	14–3
8,413.84	10,416.98	2,003.14	....	....	....	....	....	....	8,413.84	10,416.98	2,003.14	1,036.20	11,453.18	14–19
1,078.70	903.70	*175.00*	....	....	....	....	....	....	1,078.70	903.70	*175.00*	....	903.70	14–20
890.35	*890.35*	....	*146.86*	*146.86*	....	4,609.02	*704.81*	*5,313.83*	3,571.81	*1,742.02*	*5,313.83*	12,297.22	10,555.20	14–14
....	....	....	*41.80*	....	41.80	....	....	....	*41.80*	....	41.80	....	....	14–15
59,403.16	59,403.16	....	11,283.88	3,481.03	*7,802.85*	7,018.40	11,400.48	4,382.08	77,705.44	74,284.67	*3,420.77*	337.73	74,622.40	14–30, 14–16
46,630.57	47,682.01	1,051.44	6,182.75	6,856.73	673.98	17,606.28	3,865.30	*13,740.98*	70,419.60	58,404.04	*12,015.56*	42,591.51	100,995.55	14–10, 14–15, 14–32
$1,082,522.59	$1,075,566.17	$ *6,956.42*	$ 134,599.47	$ 127,512.40	$ *7,087.07*	$ 188,374.84	$ 173,702.11	$ *14,672.73*	$1,405,496.90	$1,376,780.68	$ *28,716.22*	$ 241,909.06	$1,618,689.74	

88 STATEMENT #14-29.

Wrigley Loses $44.63.

Wrigley v. *Larson*

Cost of transferring Gum from Old to New Boxes.
January 1, 1916 to December 31, 1916.

The cost of transferring Gum from old to new Boxes, amounting to $259.38 was included in the account filed both as a Manufacturing Cost and as an Overhead Expense, in the period January 1 to December 31, 1916.

This item was originally charged to Factory Expense on the Books and later credited to this account and charged to Expense, Journal 770-771.

In preparing the accounting filed with the Master, Mr. Buck states the Company failed to consider the credit to the Factory Expense and consequently this amount was included both as a Factory Expense and as an Overhead Expense.

Touche, Niven & Company, Page 33, disallow this item.

The effect of a correction of this error in the filed account is to increase the Doublemint Profits by:

17.2101% of $259.38 or,.....$44.63

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89 STATEMENT #14-30.

Wrigley Loses $87.00.

Wrigley v. *Larson*

New York office, Expenses and Salaries, October 5th to November 12th, 1918.

In the account filed with the Master the Wrigley Company included under Overhead in the period October 5th to November 12th, 1918, 12/30 of the New York Office Expenses as shown by the New York report of November 25th, 1918.

Details of these expenses were as follows:

New York Report—October 26 to Nov. 25th, 1918:		
Salaries,	$1,365.75	
Office Employes Bonus,	363.00	
Postage,	230.05	
Stationery,	255.23	
Cleaning Office,	37.50	
Telephone,	159.67	
Telegrams and Cables,	27.65	
Incidentals,	127.67	
B. L. Atwater—Salary,	1,416.67	
Bonus,	4,250.00	
Expenses,	318.75	
	$8,551.94	
Proportion applying to Accounting Period 12/30 of $8,551.94,		$3,420.77

Touche, Niven & Company, page 34 of their report, disallow, because in their opinion these are Manufacturing Costs.

Similar items in previous periods were treated as Manufacturing Expense by the Wrigley Company and were included in the unit cost of .2498121c per box in determining the cost of the 93505 boxes of Doublemint sold during this period.

Consequently it would oppear that as no Doublemint was manufactured during the period and that the cost of Doublemint sold included similar items, this item should be eliminated from the filed account.

The effect will be to increase the Profits attributable to Doublemint by 2.54335% of $3,420.77 or $87.00.

90 STATEMENT #14-31.

Wrigley Loses $169.30.

Wrigley v. *Larson*

Commission on Sales made in July 1914.

In the Wrigley Account filed, there was included under Overhead, Agency Account, in the period July 28th, to December 31st, 1914, a charge on account of commissions on Canadian Sales of $1,045.51.

Touche, Niven & Company, page 33, eliminate this charge on the ground that it is applicable to the period prior to July 28th, 1914.

The Wrigley Company now finds through correspondence with the Canadian Office, that these commissions were on sales made in July 1914, and were as follows:

W. Lloyd Lock Co., 5% on July sales of $13,730.94	$ 686.55
F. N. Scofield, 5% " " " " 7,179.32	358.96
	$1,045.51

The Wrigley Company agrees that although this commission was not paid until August 1914, it should be eliminated from the accounting, the effect on the account filed being:

Period July 28th. to Dec. 31st. 1914.
Doublemint Profits Increased, 16.1927% of $1,045.51, or,..... $169.30

ELH

91 STATEMENT #14-32.

Wrigley Loses $2,432.94.

Wrigley v. *Larson*

Item #4 on Touche, Niven & Company's Report (Page 32) (Brooklyn Factory Sales).

The Company included in Manufacturing Costs and also in Overhead (Expense Account) for each Accounting Period,

Miscellaneous Sales at Brooklyn totalling $15,417.84, credited in first place to "Sales Account" and afterwards to "Factory Expense" by crediting that account and charging "Expense".

Marwick, Mitchell & Company (Page 78) state that, since "the charge arised from faulty bookkeeping only, it cannot be regarded as a proper charge in this accounting."

Touche, Niven & Company disallow the items as they contend they were "properly taken care of in Manufacturing Cost."

The Company concedes these items were improperly included in Overhead, the effect of correction on the Filed Account being as follows:

Period July 28 to December 31, 1914,	$ 831.13 x 16.1927%		$ 134.58
Year 1915	2,228.55 x 18.692		416.56
" 1916	3,395.53 x 16.4229		557.64
" 1917	5,493.32 x 14.9424		820.83
Period Jan. 1, to August 24, 1918	3,135.54 x 14.9042		467.33
" Aug. 25, to October 4, 1918	159.35 x 19.8089		31.56
" Oct. 5, to November 12, 1918	174.42 x 2.54335		4.44
	$15,417.84		$2,432.94

Increase in profits attributable to "Doublemint" $2,432.94

ELH

92 STATEMENT #14-33.

Wrigley Gains $19,072.01

Wrigley v. *Larson.*

Trade Discounts—Allowances to Jobbers.

In the Wrigley Account filed, the company apportioned Trade Discounts for the period August 1st, 1914 to December 31st, 1916, and part of 1917, between Doublemint and Other Brands in the ratio of Doublemint Sales to Total Sales of Spearmint, Juicy Fruit, and Doublemint combined, as it claims that discounts were allowed on these three brands only. The discounts for the balance of 1917 and up to November 12th, 1918 were inadvertently apportioned between Doublemint and Other Brands in the ratio of Doublemint Sales to Total Sales of All Brands.

In determining the amount of the Trade Discounts apportioned as above, the Company in the year 1917 included a charge of $13,054.42, both in Trade Discounts and in Commissions. They also treated Trade Discounts for the period January 1 to September 30, 1917, amounting to $124,311.87 under the heading of "Commissions." In the period September 1 to October 4, 1918, a charge of $1,539.01 was included both as a Trade Discount and as an Overhead Expense.

Touche, Niven & Company, pages 15 and 16, and Exhibit "G" correct the duplicate charge of $1,539.01 (Doublemint's proportion being $304.86). They show this adjustment in two items; namely, a decrease in Doublemint profits of $2,700.33 in Exhibit "B" and an increase in Doublemint profits of $3,005.19 in Exhibit "G". They do not mention the duplicate charge of $13,054.42.

The Wrigley Company contends, and we concur, that the discounts for 1917 and up to November 12th, 1918, apportioned on the basis of Doublemint Sales to Total Sales should be corrected, and the charge apportioned on the basis of Doublemint Sales to the combined Sales of Doublemint, Spearmint, and Juicy Fruit. Trade Discounts were confined to these three brands in this period, as well as in the preceding periods.

The revised statement attached, shows the discount apportioned on this basis, and also the correction of the errors mentioned above, the effect on the filed account being:

Doublemint profits to be decreased, $19,072.01.

STATEMENT #14-33.

WRIGLEY vs. LARSON

Trade Discounts—Allowances to Jobbers.

Column 1	Column 2	Column 3	Column 4	Column 5	Column 6	Column 7	Column 8	Column 9
	8/1 to 12/31/14	1915	1916	1917	1/1 to 8/31/18	9/1 to 10/4/18	10/5 to 11/12/18	Total
Trade Discounts per Wrigley Account Filed,	$ 28,672.95	$ 108,206.79	$ 130,783.90	*$ 52,645.00	$ 109,786.97	$ 16,709.94	$ 17,208.63	$ 464,014.18
Add: Trade Discounts included in Filed Account under Commissions,	.....	.....	.....	124,311.87	.....	.....	.....	124,311.87
Deduct: Duplicate charges,	.....	.....	.....	*13,054.42*	.....	*1,539.01*	.....	*14,593.43*
—Trade Discounts as Revised—	$ 28,672.95	$ 108,206.79	$ 130,783.90	$ 163,902.45	$ 109,786.97	$ 15,170.93	$ 17,208.63	$ 573,732.62
Charged to Doublemint per Filed Account:								
On basis of "Doublemint" Sales to Sales of "Spearmint," "Doublemint", and "Juicy Fruit" combined, the only brands on which discounts were allowed,								
Percentage,	19.48331%	21.215294%	17.928863%	*16.019495%				
Amount,	$ 5,586.44	$ 22,956.39	$ 23,448.07	$ 2,091.25				$ 54,082.15
On basis of "Doublemint" Sales to all Sales,								
Percentage,	.....	.....	.....	*14.9424%	14.9042%	19.8089%	2.54335%	
Amount,	.....	.....	.....	$ 5,915.78	$ 16,362.87	$ 3,310.05	$ 437.68	$ 26,026.38
Total Charge to Doublemint per Wrigley Account Filed,	$ 5,586.44	$ 22,956.39	$ 23,448.07	$ 8,007.03	$ 16,362.87	$ 3,310.05	$ 437.68	$ 80,108.53
Revised Charge to Doublemint: On basis of Doublemint Sales to Sales of "Spearmint", "Doublemint", and "Juicy Fruit" combined, the only brands on which discounts were allowed,								
Percentage,	19.48331%	21.215294%	17.928863%	16.019495%	15.721465%	21.007865%	2.82469%	
Amount,	$ 5,586.44	$ 22,956.39	$ 23,448.07	$ 26,256.34	$ 17,260.12	$ 3,187.09	$ 486.09	$ 99,180.54
Decrease in "Doublemint" profits,	$.....	$.....	$.....	$ 18,249.31	$ 897.25	$ *122.96*	$ 48.41	$ 19,072.01

*TRADE DISCOUNTS PER WRIGLEY ACCOUNT FILED FOR 1917:

Charged on basis of Doublemint Sales to Sales of "Spearmint", "Doublemint", and "Juicy Fruit" combined,	$13,054.42
Charged on basis of Doublemint Sales to all Sales,	39,590.58
	$52,645.00

ELH

Wrigley Exhibit No. 92—Bennington 1.

94 STATEMENT #14-34.

Wrigley Gains $19,150.25

Wrigley v. *Larson.*

Brooklyn Moving Expense (U. S. Navy Account).

In the account filed with the Master, the Wrigley Company included under Overhead a charge of $112,370.82, being the proportion of the U. S. Navy Account up to November 30th, 1918, applicable to the accounting period, as shown by the General Ledger Account, folio 34.

This expense was incurred as a result of the Company's Plant at Brooklyn being commandeered by the U. S. Navy Department on June 18th, 1918, and the Company consequently being forced to acquire a new site and buildings.

Touche, Niven & Company, page 3, disallow this item because a claim has been filed against the Navy Department and also because the Buildings acquired were not occupied until after the Doublemint accounting period.

Marwick, Mitchell & Company, pages 104-106, state that this expense, if allowable at all, should be charged in the period the naval order was issued, namely, January 1st to August 24th, 1918 and not apportioned over the period January 1st to November 12th, 1918, as was done by the Company. They also point out that the actual amount charged on the Books to Profit and Loss up to December 31st, 1918 was $84,489.47, and that the balance of the expenditure was capitalized.

The Company's filed account differs from that of Marwick, Mitchell and Company in that it was determined on the basis of expenditures up to November 30th, 1918, as shown by the Ledger, while Marwick, Mitchell and Company's calculation included expenditures up to December 31st, 1918, less the amount temporarily capitalized at that date.

As the remodeling and building were not completed until March 7th, 1919, the actual loss sustained included all the expenditure up to that date, less the amount permanently capitalized.

The actual loss and the effect on the account as filed of correcting the amount previously charged off is given in the attached statement.

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STATEMENT #14-34.

Wrigley v. *Larson*

Brooklyn Moving Expense.

Assuming that the loss of $187,068.79, charged off up to November 11th, 1919 on the Books, was incurred at the date the Naval Order was issued, namely June 18th, 1918, the effect on the account filed, assuming that nothing will be recovered from the Navy Department, will be as follows:

Amount chargeable to Doublemint on basis of Production in the period Jan. 1st. to Aug. 24th, 1918:		
15.1778% of $187,068.79		$28,392.93
Amount charged Doublemint in the account filed:		
Jan. 1 to Aug. 24—14.9042% of $ 5,705.70	$ 850.38	
Aug. 25 to Oct. 4—19.8089% of 32,894.75	6,516.08	
Oct. 5 to Nov. 12—2.54335% of 73,770.37	1,876.22	9,242.68
Doublemint Profits to be Decreased,		$19,150.25

EMK.

96 STATEMENT #14-34.

WRIGLEY vs. LARSON.

Brooklyn Moving Expense.

Cost of Land, Buildings, Etc., purchased from M. M. & E. J. Payne in August 1918:			
Cash,		$210,000.00	
Mortgage,		190,000.00	$400,000.00
On Dec. 18th, 1918 this purchase price was segregated by the Barney Ahlers Construction Company as follows:			
Real Estate,		$244,131.07	
Power Plant,		42,000.00	
Buildings,		113,868.93	$400,000.00
Contracts were let for razing and remodeling the Buildings and were completed at March 7th, 1919, at which date the Cost of the Buildings was as follows:			
Purchase Price,			$113,868.93
Additions and Remodeling Expenses:			
Per Schedule Attached,		$282,498.06	
" " "		17,859.13	
" " "		10,091.91	
" " "		8,439.41	318,888.51
-Total Cost of Buildings-			$432,757.44
These were appraised in 1919 as follows:			
American Appraisal Co. Mar. 1st, 1919:			
Railroad Siding,	$ 1,405.39		
Buildings,	201,268.85	$202,674.24	
Barney Ahlers Construction Co., May 14th, 1919:			
Office Building,		34,575.00	237,249.24
Excess of Cost of Buildings over Sound Value,			$195,508.20
The excessive cost was treated on the Books as follows:			
Charged to Capital Accounts:			
Brooklyn Factory Equipment. 1918, J.231,			$ 8,439.41
Charged to Profit and Loss:			
J.232—1918,		$ 10,091.91	
P. J. 295—1918,		17,859.13	
" " —1918,		56,538.43	
J. 453—1919,		102,579.32	
			187,068.79
			$195,508.20

EMK

97 STATEMENT #14-34.

WRIGLEY vs. LARSON.

Expenditures on Wrigley Terminal Building from August 1918 to March 7th, 1919. (Brooklyn Moving Expense).

Barney-Ahlers Construction Corp'n.:	
Aug. 24th, 1918 to Mar. 1st, 1919, General Building Contract as per Invoices,	$227,857.95
Gillis and Geoghegan:	
Nov. 27th, 1918 to Mar. 14th, 1919, General Contract for Heating and Ventilating per Ctf. #1 to 6,	30,329.06
Comstock Associate Co., Inc.:	
Feb. 6 and Mar. 7th, 1919, General Contract for Electrical Wiring, per Ctfs. #4 and 5,	10,350.00
Adams and Elting Company:	
Nov. 22 to 30th, 1918—Paint Materials, per invoices,	1,242.76
Doran, Sealy and Adams:	
Dec. 2 & 7, 1918, Lumber Supplies per invoices,	36.11
Carrier Engineering Corporation:	
Jan. 14 & Feb. 12, 1919—Labor and Materials connecting Ventilator per invoices,	4,187.03
Otis Elevator Company:	
Jan. 30 & Feb. 1, 1919—Contract for Freight Elevator per Ctfs. #1 and 2,	2,951.25
New York Millwright Company:	
Dec. 31, 1918 & Jan. 23, 1919—Labor and Material on Elevator, per invoices,	3,673.47
John Wilfert Company:	
Aug. 27th & Sept. 16th, 1918—Pipe Fittings per invoices,	136.89
Cutler Hammer Manufacturing Company:	
Feb. 11th, 1919—Contract for 3 Push Button Starters per Ctf. #1,	721.50
Sundry Amounts expended for Cartage, Material, Tools, Services of Hallman & Elevator Man, and including expenses of Mr. N. L. Buck to New York, Dec. 31st, 1918, $127.50, (Invoices on file),	1,012.04
Total Expenditure,	$282,498.06

EMK

98 STATEMENT #14-34.

WRIGLEY vs. LARSON.

Details of Item charged off to Expense.
(Brooklyn Moving Expense)

Comstock Associate Co. Inc.:		
Invoices 11/13/18 & 12/5/18, Part Payment on wiring contracts,	$6,718.50	
"	9,211.50	
		$15,930.00
W. L. Fergus & Co.:		
Invoices dated 8/19/18,	$ 130.00	
8/31/18,	71.40	
11/29/18,	500.00	
9/20/18,	500.00	
10/ 1/18,	137.96	
11/19/18,	83.16	
10/30/18,	6.61	
"	500.00	
		1,929.13
Amount charged off to Expense 1918, P. J. 295,		$17,859.13

EMK

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STATEMENT #14-34.

WRIGLEY vs. LARSON.

Details of Item charged to Brooklyn Factory Expense.
(Brooklyn Moving Expense)

10/26/18	Vo. # 6	W. C. Kellian,	Cartage,	$	37.50
10/15/18	" 97	N. Y. C. R. R.,	Ticket & Berth, N. L. Buck, to New York,		48.46
10/24/18		Nelson Buck,			97.75
10/29/18		Western Union,	Telegram,		.58
11/30/18	Vo. #27	J. Cella,	Cartage,		10.00
"		"	"		10.00
"		"	"		60.00
"		"	"		30.00
"	Inv. 7	W. C. Kellian,	" (Inv. sent to Brooklyn)		105.00
"	" 9	"	" "		30.00
"	" 8	"	" "		80.00
11/ 5/18	Vo. #98	N. Y. C. R. R.	Ticket to N. Y. (W. L. Fergus),		48.46
8/19/18		First Nat'l. Bank,	N. L. Buck's Expenses, on Eastern Trip		155.75
8/28/18		N. L. Buck,			123.02
8/ 8/18		N. Y. C. R. R.,	N. L. Buck's Fare to N. Y.,		48.46
8/19/18		N. L. Buck,	Expenses on Eastern Trip		100.00
9/11/18		"			84.15
9/30/18	Vo.1/2/21, W. C. Kellian & J. Cella, Cartage on Miscl. material from 35th St. to Wrigley Terminal,				145.00
9/25/18		N. L. Buck,			120.00
9/ 3/18	Vo. #95	N. Y. C. R. R.,	N. L. Buck fare to New York,		50.66
9/10/18		"	J. T. Hethertington,		48.46
9/10/18		J. T. Hethertington	Expense trip to N. Y.,		100.00
9/16/18	Vo. #96	N. Y. C. R. R.,	Fergus & Buck trip to N. Y.,		95.82
10/10/18	Oxweld Acetylene Co.,				43.50
10/16/18		John T. Hetherington,			150.00
10/31/18		W. C. Kellian,			127.50
10/31/18	Vo. #22	J. Cella,	Cartage,		20.00
10/31/18	Vo. #23	"	"		50.00
"	Vo. #44	W. C. Kellian,	"		60.00
"	Vo. # 5	"	"		40.00
"	Vo. #24	J. Cella,	"		40.00
"	Vo. #49	Motor Transportation Co.,	Cartage,		48.00
"	Vo. 51, 52 & 53, Bush Terminal Co., Freight on Miscl. material to Wrigley Co.				296.81
"	Vo. 45, 46, 47 & 48, Motor Transportation Co., Cartage,				240.00
Amount included in D/.M Accounting,				$	2,744.88
Further expenditure to 12/31/18, charged off to Expense Account, 12/18/18,					7,347.03
Total charged off to Brooklyn Factory Expense,				$	10,091.91

EMK

100

STATEMENT #14-34.

WRIGLEY vs. LARSON.

Brooklyn Moving Expense—Items charged to Brooklyn Equipment Account and credited to U. S. Navy Dept. A/C.

Crocker Wheeler & Co.	Sundry Invoices dated 8/25/18 to 10/9/18,	$ 4,871.20
10/ 1/18	General Electric Company,	2,054.70
12/ 2/18	Archer & Baldwin—Generator,	425.00
11/19/18	Crocker Wheeler & Co.,—Motor,	450.45
11/25/18	" " " —Freight on Motor,	12.92
11/25/18	" " " —Motor Base,	369.27
12/ 4/18	Morse Chair Company, —Chains,	111.75
11/14/18	Babcock & Wilcox Co., —Boiler Equipment,	8.36
11/14/18	Thos. W. Kiley & Company—Poultry Netting,	23.50
11/23/18	W. G. Creamer & Co. —Machine Work,	112.26
		$ 8,439.41

EMK

101 STATEMENT #14-35.

Wrigley Loses $494.98

Wrigley v. *Larson.*

Taxes (exclusive of Income and Excess Profits Taxes).

In the account filed, the Wrigley Company included in Overhead Expense Taxes (exclusive of Income and Excess Profits Taxes) paid during the accounting period amounting to $116,540.60.

Touche, Niven & Company, Page 32, state that if taxes are placed on an accrual basis, the overhead charge will be $111,480.54 or $5,060.06 less than shown by the filed account.

Marwick, Mitchell & Company, Pages 73 and 74 and 101-104 point out an error of the Company in including in Taxes $787.50 on account of fee for increase in Capital Stock. They also calculate the taxes on an accrual basis and determine the charge to be $3,449.54 less than shown in the filed account.

When Touche, Niven & Company and Marwick, Mitchell & Company made their calculations, all the tax bills were not on file, consequently their results were obtained partly from the bills and partly from the ledger. The ledger does not state the exact period covered by the tax paid.

All the tax bills now being on hand, a new statement has been prepared and the taxes apportioned to the exact period shown by the bills. This statement shows the total taxes chargeable in the accounting period to be $115,998.01.

The effect on the filed account of correcting the taxes to this amount will be to increase Doublemint Profits by $494.98 as shown in detail in the attached statement.

Touche, Niven & Company and Marwick Mitchell & Company papers do not show the details of their calculations, consequently we cannot reconcile the figures shown in the attached statement with their reports.

STATEMENT #14-35.

WRIGLEY vs. LARSON.

Taxes (exclusive of Federal Income and Excess Profits Taxes) calculated on Accrual Basis.

	July 28th to 12/31/14	1915	1916	1917	January 1 to 8/31/18	Sept. 1 to 10/4/18	Oct. 5th to 11/12/18	Total
Real Estate,	$ 4,171.43	$ 9,084.59	$ 9,443.29	$ 9,561.44	$ 8,096.64	$ 1,443.18	$ 1,411.69	$ 43,212.26
Personal Property,	1,625.08	5,049.00	5,726.13	5,884.22	3,611.26	512.39	576.80	22,984.88
Corporation,	625.68	2,115.60	2,796.66	9,331.38	11,584.85	943.51	1,110.44	28,508.12
Capital Stock,	....	....	2,541.37	7,625.38	7,829.00	1,552.46	1,744.54	21,292.75
Total	$ 6,422.19	$16,249.19	$20,507.45	$32,402.42	$31,121.75	$ 4,451.54	$ 4,843.47	$115,998.01
Total Taxes as per Filed Account,	14.28	19,582.31	19,739.67	36,880.43	40,323.91	....	....	116,540.60
Increase or *Decrease*,	$ 6,407.91	*$ 3,333.12*	$ 767.78	*$ 4,478.01*	*$ 9,202.16*	$ 4,451.54	$ 4,843.47	*$ 542.59*
Ratio of Doublemint Sales to All Sales,	16.1927%	18.692%	16.4229%	14.9424%	14.9042%	19.8089%	2.54335%	....
Effect on Doublemint Profits								
Doublemint Proportion on Accrual Basis,	$ 1,039.93	$ 3,037.29	$ 3,367.92	$ 4,841.70	$ 4,638.45	$ 881.80	$ 123.19	$ 17,930.28
" " per Filed Account,	2.32	3,660.33	3,241.83	5,510.82	6,009.96	....	....	18,425.26
Increase or Decrease in Doublemint Profits, ELH	$ 1,037.61	*$ 623.04*	$ 129.09	*$ 669.12*	*$ 1,371.51*	$ 881.80	$ 123.19	*$ 494.98*

103 STATEMENT #14-36.

Wrigley Loses $18,137.47

Wrigley v. *Larson.*

Interest Received.

In the filed account the Wrigley Company credited an amount of $53,584.47 to Overhead Expenses in respect of Interest. This amount excluded Interest earned on Assets which were not included in the Invested Capital, on which an Interest charge of 7% was taken up in the filed account.

Touche, Niven & Company (Page 4) state that it would appear reasonable to include all Interest earned on money loaned, and in their Exhibit "B," page 30, they very properly take credit for Interest excluded by the Company amounting to $100,413.08, as follows:

Wm. Wrigley, Jr. Company, Ltd., Toronto,	$ 11,958.75
Wm. Wrigley, Jr. Company, Proprietary, Ltd. Australia	9,178.35
Wrigley, Ltd., London	24,509.67
Other individuals and accounts	54,766.31
	$100,413.08

They do not, however, include Interest earned on investment securities.

Marwick, Mitchell & Company (pages 109-111) state that under the Company's definition of Invested Capital the total credit for Interest should be $85,772.42, and also (page 68) show an additional credit of $1,575.32, or a total of $87,347.74.

In view of certain items being omitted in the filed account and also on account of the Wrigley Company now revising the composition of its Invested Capital, a new statement of Interest Received is submitted herewith.

This statement shows the credit on account of Interest to be $174,231.94, of which amount $26,202.73 is credited to Doublemint as compared with $8,065.26 in the account filed, or an increase in Doublemint Profits of $18,137.47.

104 STATEMENT #14-36.

WRIGLEY vs. LARSON.

Interest Received (Net).

	Interest Applicable to Accounting	Doublemint's Proportion	Included in Account Filed	Increase or *Decrease*
July 28 to Dec. 31, 1914,	$ 1,575.32	$ 255.09	$ *1,129.42*	$ 1,384.51
Year 1915,	7,037.54	1,315.46	1,402.23	*86.77*
Year 1916,	45,917.70	7,541.02	1,913.63	5,627.39
Year 1917,	33,966.09	5,075.35	2,152.30	2,923.05
Jan. 1 to Aug. 24, 1918,	64,030.14	9,543.17	2,662.83	6,880.34
Aug. 25 to Oct. 4, 1918,	11,123.92	2,203.52	953.82	1,249.70
Oct. 5 to Nov. 12, 1918,	10,581.23	269.12	109.87	159.25
	$174,231.94	$26,202.73	$ 8,065.26	$18,137.47

ELH

105 STATEMENT #14-37.

Wrigley Loses $18,575.17

Wrigley v. *Larson*

Commissions, July 28, 1914 to November 12, 1918.

In the Wrigley Account filed the Company included, under Overhead Expense, Commissions for the entire accounting period amounting to $169,952.96, and apportioned these between Doublemint and Other Brands in the ratio of Doublemint Sales to Total Sales. This amount was as shown by the ledger and included a charge of $124,311.87 in respect of Trade Discounts for the year 1917.

Touche Niven & Company in their Exhibit "B" treat this item of Trade Discounts in the same manner as did the Wrigley Co.

In our revised account the charge of $124,311.87 for Trade Discounts has been included under the caption of Trade Discounts—(Statement #14-33).

Only the balance of the Commissions, or $45,641.09 has been considered under Overhead Expense and apportioned

between Doublemint and Other Brands in proportion to Sales and the effect of this correction on the filed account is as follows:

Period	Doublemint Proportion per Filed Acct.	Doublemint Proportion per Revised Acct.	Difference
July 28 to Dec. 31, 1914,	$ 793.25	$ 793.25	$ ..
1915,	2,770.74	2,770.74	..
1916,	3,018.27	3,018.27	..
1917,	19,772.47	1,197.30	18,575.17
Jan. 1 to Aug. 24, 1918,	*70.35*	*70.35*	..
Aug. 25 to Oct. 4, 1918,	..	..	..
Oct. 5 to Nov. 12, 1918,	..	..	..
	$26,284.38	$ 7,709.21	$18,575.17

Doublemint profits to be increased $18,575.17.

ELH

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STATEMENT #15.

Wrigley Gains $57,175.08

Wrigley v. *Larson*

Federal Income and Excess Profits Taxes.

On the theory that exclusive of Doublemint Profits the Wrigley Company was already subject, in addition to the normal tax, to Excess Profits Taxes in the highest bracket applying in each year and that Doublemint's profit should therefore, be regarded as falling into the highest bracket. Doublemint's share of the Taxes paid is as below:

The Doublemint Profits used for the calculation are the profits shown by the Revised Account, except that the Reserve for United Profit Sharing Coupons has been based on 51.56% Redemptions for 1917 and 60% in 1918, and that Interest on Invested Capital has been omitted as an expense. These adjustments are made in order to put Doublemint profits and those shown by the Company's tax returns on the

same basis and are as follows: (The Reserve for United Profit Sharing Coupons actually used by the Company in making up its 1917 Tax Return was 51.56%. In negotiating the tentative adjustment referred to in page 21 of this report the reserve was, however, corrected to a 60% basis).

DOUBLEMINT PROFIT:	1917	1918
As per Revised Account, Exhibit "A",	$351,428.85	$347,659.81
Interest on Invested Capital:		
General,	67,949.21	70,263.36
Patents,	9,905.64	8,454.00
Goodwill,	62,758.08	50,960.92
Excess of Reserve for Redemption of U. P. S. Coupons as used in Tax Returns over 50% Redemptions charged in Exhibit "A",	*5,250.19*	*27,755.70*
	$496,791.60	$449,582.39

COMPUTATION OF TAX.

1917			
Doublemint Profits as above,	$496,791.60		
Excess Profits Tax at 60%,	298,074.96	$298,074.96	
Normal Tax on balance at 6%,	$198,716.64	11,923.00	
Income & Excess Profits Tax on Doublemint Earnings for 1917,			$309,997.96
1918			
Doublemint Profits as above,	$449,582.39		
Excess Profits Tax at 65%,	292,228.55	$292,228.55	
Normal Tax on balance at 12%,	$157,353.84	18,882.46	
Income & Excess Profits Tax on Doublemint Earnings for 1918,			$311,111.01
Revised Tax,			$621,108.97
Doublemint's share of Taxes as per Filed Account,			563,933.89
Increase in Taxes chargeable to Doublemint,			$ 57 175.08

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STATEMENT #16.

Wrigley Loses $190,991.80

Wrigley v. *Larson*

Federal Income and Excess Profits Taxes.

If Doublemint earnings are charged with the same proportion of the total taxes paid by the Company in 1917 and 1918, as the profits from Doublemint bore to the total profits of the Company in those years, the result is as under:

	1917	1918
PROFITS OF COMPANY AS PER THEIR TAX RETURNS,	$4,171,336.91	$4,356,528.00
PROFITS DERIVED FROM DOUBLEMINT:		
As per Revised Account, except that the Reserve for United Profit Sharing Coupons has been based on 51.56% ReDemption for 1917 and 60% for 1918, and that Interest on Invested Capital has been omitted as an Expense, so as to put Doublemint Profits and those shown by the Company's Tax Returns on the same basis: (The Reserve for United Profit Sharing Coupons actually used by the Company in making up its 1917 Tax Return was 51.56%. In negotiating the tentative adjustment referred to on page 21 of this report the Reserve was, however, corrected to a 60% basis).		
Profit as per Revised Account,	$ 361,428.86	$ 347,659.81
Interest on Invested Capital:		
General,	67,949.21	70,263.36
Patents,	9,905.64	8,454.00
Goodwill,	62,758.08	50,960.92
Excess of Reserve for Redemption of U. P. S. Coupons as used in Tax Returns over 50% Redemptions charged in Revised Account,	*5,250.19*	*27,755.70*
	$ 496,791.60	$ 449,582.39
Percentage of Doublemint Profits as above to total profits,	11.909649	10 31974
Total Amount of Federal Income and Excess Profits Taxes paid by Wm. Wrigley, Jr., Co.,	$1,362,643.26	$2,041,292.47
Doublemint's share of Taxes, using above percentages,	$ 162,286.02	$ 210,656.07
Doublemint's share of Taxes as per Filed Account,	258,682.72	305,251.17
Decrease in Taxes chargeable to Doublemint,	$ 96,396.70	$ 94,595.10

ELH

WRIGLEY EXHIBIT No. 92—BENNINGTON 2
Offered not admitted

WRIGLEY vs. LARSON.

Manufacturing Profit on Doublemint Gum sold and Given Away—10%.
(Based on Manufacturing Cost of Doublemint).

Column 1.	Column 2	Column 3	Column 4	Column 5	Column 6	Column 7
		Manufacturing Cost of Doublemint				Manufacturing
Period	Per Filed Account	Depreciation on Patents	Gum Given Away	Miscellaneous	Total	Profit of 10%
July 28 to December 31, 1914,	$ 238,623.67	$ 6,870.84	$ 22,984.71	$ 5,678.93	$ 274,158.15	$ 27,415.81
Year 1915,	788,715.00	17,974.23	73,993.26	.....	880,682.49	88,068.25
Year 1916,	885,984.13	15,185.38	62,455.38	*44.63*	963,580.26	96,358.02
Year 1917,	980,825.65	13,477.06	11,189.04	.....	1,005,491.75	100,549.18
Jan. 1st to August 24th, 1918,	699,848.69	8,704.91	1,555.42	30,142.40	740,251.42	74,025.14
August 25th to October 4th, 1918,	147,042.08	2,055.01	201.10	.....	149,298.19	14,929.82
October 5th to November 12th, 1918,	23,558.36	.....	.....	*87.00*	23,471.36	2,347.14
	$3,764,597.58	$ 64,267.43	$ 172,378.91	$ 35,689.70	$4,036,933.62	$ 403,693.36

The Manufacturing Cost, as above includes all items which are apportioned on a production basis in the Revised Account, with the exception of Interest on Invested Capital.
M.M.

Wrigley Exhibit No. 92—Bennington 2. 3800